THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

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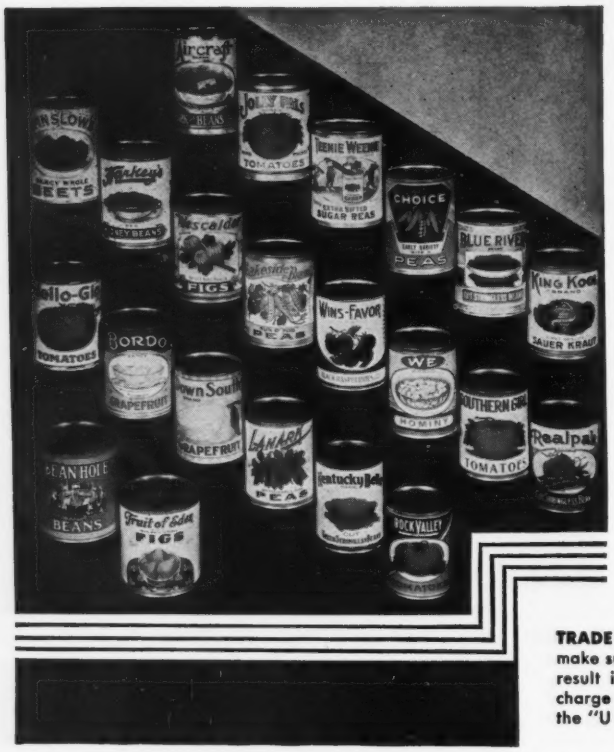
Canned Corn . .

CORN is a vegetable that demands for best canning results, a fertile, well-drained soil, selection and careful grading of the seed, proper fertilization. The successful canner has a knowledge of all these important points. He also realizes the extreme importance of picking the corn at just the proper stage of maturity. Inside his cannery skilled help works further for quality by checking carefully the sorting, cutting, silking, mixing and other details of canning operations—all so important in serving the consumer with a quality product.

And now corn makes another bid for the housewife's favor. Whole grain corn is making tremendous strides. Its method of packing is so different from the packing of creamed corn that the canner starting to pack whole grain should make sure that he has accurate and reliable packing information.

Realizing how absolutely sales of both styles of corn are dependent upon uniformly high quality, the research department of the American Can Company invites specific inquiries on phases of canning that affect quality. If you have a problem get in touch with us.

AMERICAN CAN COMPANY CANCO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PEAS

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WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.

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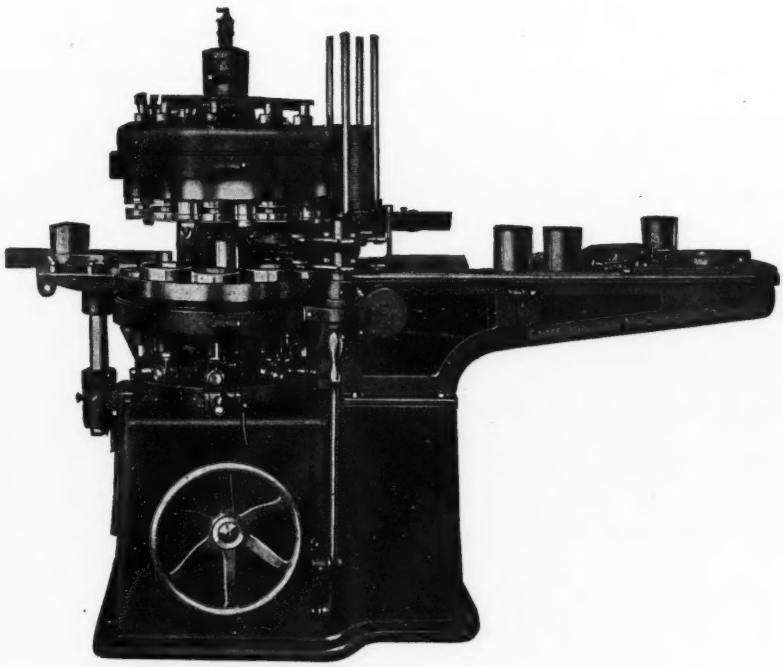

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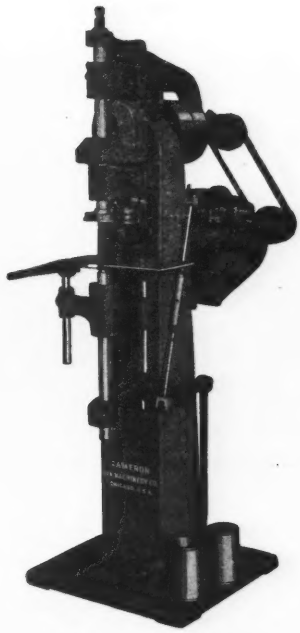
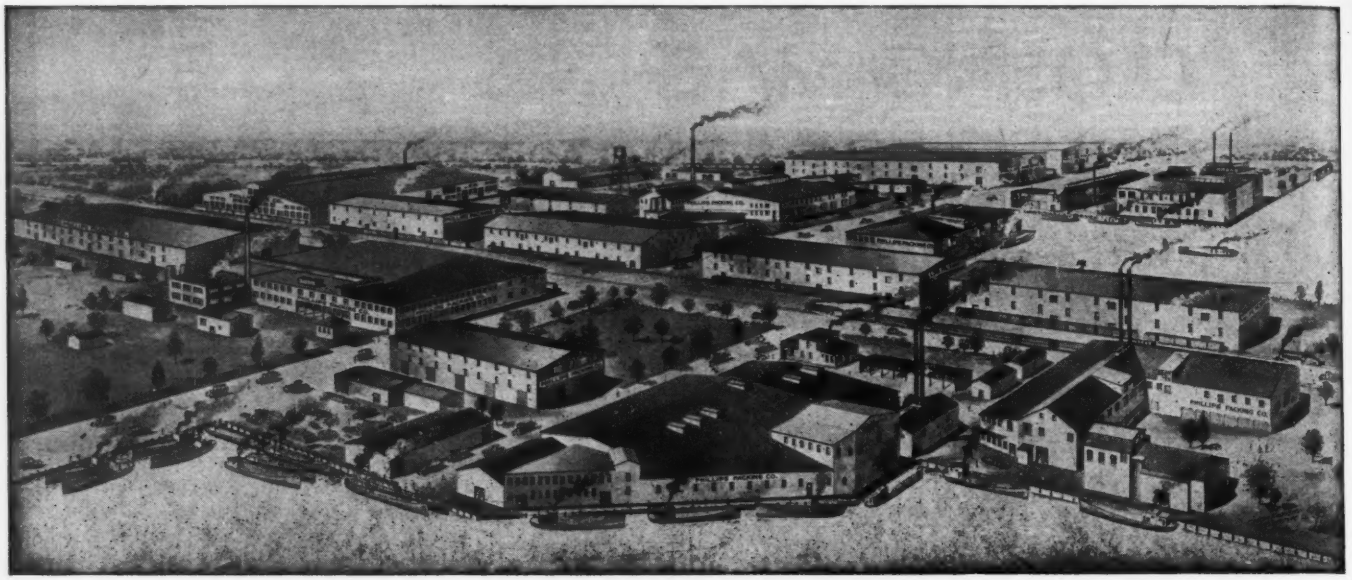


NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.



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Located in the heart of Maryland's great packing industry.
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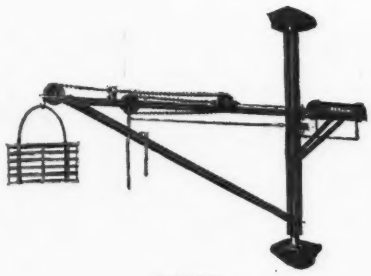

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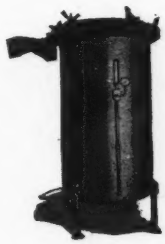

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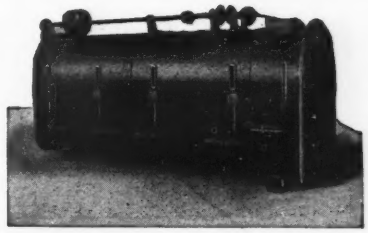

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We build complete cook room equipment, whether vertical retorts, horizontal retorts, open kettles, continuous cookers for either 212 F. or higher temperatures. Let us give you an estimate.

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BERLIN CHAPMAN
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"A Single Unit or A Complete Canning Plant"

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YEAR 1931-1932

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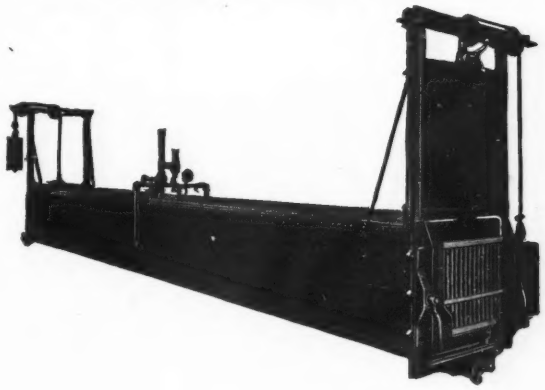

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2639 Boston Street **Baltimore, Md.**

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ATLANTIC WHARF, BOSTON STREET & LAKEWOOD AVE.
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Build Greater Sales with CONTINENTAL

ENAMEL LINED CANS . . .

The modern housewife knows the value of canned foods packed in enamel lined cans. She likes their uniformly fine appearance and buys again and again. It will pay you well in increased sales to cultivate her preferences. Plan now to give at least some of your Fall packs the definite sales advantages of Continental Enamel Lined Cans.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.

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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, AUGUST 31, 1931 No. 3

EDITORIALS

THEY have seized the first lot of canned foods—76 cases of peas—under the Mapes Law. And the dance is on.

In a season of normal buying, the weather we have had in these Tri-States during the past fortnight would have set market prices crazy. As we have so often said in past years, the thing that hurts a tomato crop most of all is a hard rain, driven by high winds, coming about the middle of August. We call these Northeasters, and when they come they last three days as a rule. We have had not one, but several of these since the first of August—and the end is not yet. In June and July the scorching heat killed the polen, especially in corn—the result of which we now see in yields of from 30 to 35 cases per acre, due to the ears not being well filled out. Tomato blossoms suffered from the same cause; and now comè the high, twisting winds, with delugates of rain to lay the corn flat; to tear up and toss about the tomato plants—even hail that knocked ears of corn from the stalks, if we take the reports. And the market shows not a tremor. Absolutely oblivious of these visitations—of what they mean—of the certainty of short supplies. "Ah! Amos, keep quiet; I wants to sleep."

Well, there will come an awakening, and then the poor devil of a canner who has not been forced, by his bank, to sacrifice everything, will have his innings. Can you hold on? We hope so!

ISN'T HE RIGHT?—Here is a letter from a canner of experience; wide-awake, able to think, and in close touch with conditions. He has made his mark among men—and as a canner. He would be numbered among the so-called small canners. He has always exhibited good, hard, common sense, as he does here—and forcibly, because we never heard him "swear" before. Read it:

August 25th, 1931.

To Canners Everywhere.

Dear Brother Canners:

Please don't ruin me. I do not want to sell canned foods at prevailing prices. I have not offered any new-pack goods at present ridiculous prices and cannot afford to sell at today's prices. Neither can you. You may think you can, but you are only fooling yourself. If we dumb Doras of canners keep on selling goods below cost, the sheriff will hang crepe on our factory doors.

I do not wish to fail financially, for I have a wife to keep and children to educate. I can't do either if you fellows persist in offering goods below cost of production.

Boys, we ought to get something out of this season's pack. We take the risk and work hard, and then when this season is over we will have less in our pay envelope than the boy who picks cans. Someone ought to kick us in the pants right hard for being so d—— dumb.

Milk is paying the farmers from 2c to 4c per quart; wheat is selling for 25c, yet you do not see the milk dealers and the bakers wasting their precious time cutting each other's throats.

Besides there is not going to be an over-production of canned vegetables.

Peas are admittedly a short pack. Green grocers are begging for fresh green beans, while the canners are scrambling to sell them (canned) at a loss of about 20c to 30c per case. The prospects for a normal pack of canned tomatoes are growing less each day.

Boys, let's have some guts. If you are hell-bent on going into bankruptcy, do it now, before you pack any more goods to be sacrificed at forced market and in that way ruin other canners.

If we canners had even the brains that God gave geese, we would not need to sell peas, green beans, tomatoes, etc., at a loss.

A POOR CANNER.

GOOD NEWS—The Washington Bureau of The Journal of Commerce (New York), under date of August 25th, says:

"For the first time in a long period a general feeling of optimism prevails throughout the country, reports on conditions in thirty localities made public today by the President's Emergency Committee for Employment in many instances citing concrete examples of improvement or depicting a change for the better in sentiment."

Certainly the canning industry is doing its share to readjust itself to the new conditions. Note is made that "the canning industry is busy," and we can all understand that. But if reduced production and production at reduced cost will help to the ultimate recovery we all are looking for, the canners are helping mightily. The one thing more which they need to do is to price their products above cost and stick for that price. The distributors have to have them, can't do without them, and so they must pay the price. But you must ask it, or you will never get it.

PRODUCTION OF CANNED PEAS IN 1931

AT the request of the canning industry, the Bureau of Foreign and Domestic Commerce has compiled the following statistics of the production of canned peas for 1931. The figures are based on questionnaires returned by canners representing over 96.7 per cent of the total pack. The packs of 18 canners representing the remainder of the pack, based on estimates believed to be reasonably accurate, are included.

Production of Canned Peas in 1921

(In terms of cases of 24 No. 2 cans.)

	1930	1931
Wisconsin	10,491,727	5,057,433
New York	3,164,083	1,786,144
Maryland	339,918	1,242,947
Illinois	1,560,253	1,002,836
Indiana	564,070	710,774
Utah	1,662,445	675,873
Minnesota	1,333,074	617,008
Michigan	880,130	433,839
Ohio	208,009	398,256
Delaware and New Jersey	73,719	297,672
Pennsylvania	97,291	158,264
All other states	1,600,493	904,780
Total	22,035,212	13,285,826

Pea Pack by Size of Containers

Size.	Cases.
48 No. 1s	777,340
24 No. 2s	10,938,899
6 No. 10s	941,244
48 No. 55s	96,084
Other sizes	218,900

NEW LABORATORY FOR CANNING INDUSTRY IN NORWAY

THE new experimental laboratory for the canning industry was dedicated at Stavanger on June 25, according to information submitted to the Department of Commerce by American Trade Commissioner Gudrun Carlson at Oslo. Representatives from the government, the canning industry and various scientific institutions and organizations were present at the occasion. An interesting program covering the establishment of the laboratory and the purposes for which its work will be carried on was followed by demonstrations showing the most modern equipment with which the laboratory expects to conduct its experimental research and tests.

Attention was called to the fact that the fish canning industry of Norway in a little over 50 years has developed so rapidly that it has quite naturally made some mistakes and acquired some practices not based on sufficient experience. It is hoped that the new laboratory will correct and improve these conditions and at the same time assist in new problems which may arise, help develop new methods and standardize tests for products used and manufactured by the canning industry.

RIGID ENFORCEMENT OF MARKING AND STAMPING REQUIREMENTS ON SARDINES IN FRENCH INDO-CHINA

A RECENT decision by the Court of Appeals at Saigon causes a precedent in French Indo-China, whereby none of the canned foods enumerated in the law of July 11, 1906, may be admitted into French Indo-China, for either consumption or transportation, unless they bear stamped on the tins, in letters at least 4 millimeters in size in the middle of the top or bottom and in a place not containing any impression, in accordance with this law, the words "Etats Unis d'Amerique," according to information submitted to the Department of Commerce by American Consul Henry S. Waterman at Saigon, French Indo-China. (See T. P. S. No. 65, Handbook of Foreign Tariffs and Import Regulations on Agricultural Products; II Canned Foods in Europe, page 123.)

Deductions from the Almanac

By Loren J. Sherff

the well known Certified Public Accountant of Chicago

Do You Know? —

If all the peas packed in the United States during 1930 were laid in the form of a path using one can for each usual step of thirty inches, paths could be made COMPLETELY ENCIRCLING THE EARTH, at the points of its greatest circumference, in TEN DIFFERENT DIRECTIONS.

Announcing our Gear, Sprocket and Transmission service to machinery manufacturers and the canning industry - - -

MITER GEARS

WORM & GEARS

RACK

"BOND"

STOCK GEARS

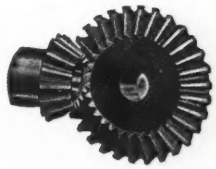
Carried in stock
Catalog on request

Demand in our locality for gears, gear cutting and "V" Belt drives has resulted in our supplying, throughout the eastern and southern sections of this country, these particular articles of transmission.

Our equipment includes the most modern and up-to-date gear and sprocket generating machinery capable of producing **high speed** bevel and miter gears.

Quick Deliveries: In addition to a large and varied assortment of stock gears we are in a position to furnish sprockets, gears, and silent gears on short notice. Special attention given to rush orders.

We solicit the opportunity to quote on your requirements in these lines.



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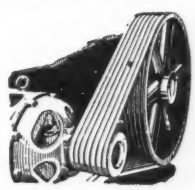

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Slaysman & Company

MANUFACTURERS OF INDUSTRIAL GEARS

BALTIMORE, MARYLAND

Store and Factory
801-11 E. PRATT STREET

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Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Fayetteville, Ark., August 19, 1931—The acreage throughout the Ozark territory is about 33⅓ per cent less than it was in 1930, with a large percentage of the acreage contracted not being planted on account of dry weather and plant shortage, and a good deal of acreage which is planted has very poor stand. We do not believe the growing acreage in the Ozarks is more than 60 per cent of last year. Most of the acreage was set late and the canning season was some two to three weeks late in getting started. In fact, some of the factories have not started yet. However, most of the factories are running two to three days out of each week, and at the present time are packing the best quality that has ever been packed in the Ozarks. We do not believe it is possible for us to pack in this section more than three-fourths as many tomatoes as we did last year. However, we believe the tonage per acre will be greater than it was last year, with a very superior quality.

Green Forest, Ark., August 17, 1931—The condition of tomatoes, we should say, is spotted. Some fields are looking pretty well and others are late and will never show much yield. The stand is not good and they are three weeks late. The acreage is reduced about 40 per cent from 1930. All things taken into consideration, we will not have much, if any, over 75 per cent of last year's pack, and if frost does not hold off till late we will not do that well, as the pack has not started yet, and this time last year we had packed and shipped carlots of tomatoes. The quality of that which we have received this year was fair, good, in fact, excepting that the recent rains had caused the tomatoes to crack open.

Paragould, Ark., August 24, 1931—Acreage about 50 per cent of normal. Prospects for normal yield not over 60 per cent. Plants very late and very little canning has been done to date. Worms doing considerable damage to plants and small tomatoes on the vines. Very few factories operating at all this season in this section, and pack will be very light.

Marysville, Ind., August 24, 1931—It is our opinion our crop here can be figured about 75 per cent on an 80 per cent acreage. Pack starting two weeks later than last year. An early frost can reduce this estimate, and a late fall might increase it somewhat. There doesn't seem to be the fruit on the vines that we usually have.

Easton, Md., August 24, 1931—Since late in the evening of August 20th it has rained practically continuously, at periods torrential in volume, and at times the wind has reached gale velocity. Vines have been twisted and turned in every direction and now present a sorry sight. The fruit approaching maturity has been so completely damaged that there will be no pickings, and consequently no canning, for a week. It cannot now be told to what extent the green small tomatoes have been injured, but the damage to these in the early stages of growth also has been serious.

Perryman, Md., August 24, 1931—No later than Friday morning certain factors connected with the tomato products in the East were so confident of the large yield that one said: "We are lowering our prices on spot holdings as the coming pack will cost us less to produce, owing to low raw stock costs, and we may as well take our losses now as later on." The other wrote: "Owing to lack of demand and low raw stock prices there are likely to be many acres that will rot on account of many canners who have decided not to operate." This morning, no doubt, their views have changed considerably. The past wind and rain storm has played havoc with the crop. The entire week past has been rainy and sultry on the Peninsula, and this is not conducive to a good crop, much less to one that is very poor in outlook up to last week. The writer took a hundred mile trip down the Peninsula last Saturday, and not one good patch was seen, but plenty of poor ones, and many of them will be plowed up without picking. Harford county has a very poor crop as a whole. The acreage, in the first place, is the smallest ever known, and this northeaster will knock the spots out of what is left. Only a few canners will pack any sub-standards at all; the majority of them are refusing to take any off-color tomatoes from the farmers. Heretofore this poor quality of raw stock was accepted from the grower and worked off into off-standard grade and pulp. With the present weather conditions there are not going to be many first class tomatoes, and the loss to the farmer will be heavy consequently. This will cut heavily into the deliveries of raw stock. Our first run was made on last Wednesday, with a yield of 14 No. 2 cans per five-eigths basket, and cost 45c per dozen exclusive of raw stock.

Rocks, Md., August 24, 1931—Acreage reduced 35 per cent. The vines are large but very few green tomatoes on them. Expect about 60 per cent crop.

Goodes, Va., August 22, 1931—Vines dying and tomatoes rottening. Very wet for two weeks. The poorest prospect we have ever seen.

Preston, Md., August 25, 1931—Having too much rain; they are standing in water. Practically all ripe and part ripe are cracked and starting to rot. Looks like short crop. Several factories not going to run, owing to low price on canned tomatoes and poor quality of raw stock.

CORN

Milroy, Ind., August 24, 1931—Country Gentleman Sugar Corn: 10 per cent cut in acreage; 75 per cent yield.

Hope, Me., August 22, 1931—Wet first of season; hot and dry at present. Will tend to ripen too quickly with stunted ears and reduced yields.

NEW PACK IS NOW AVAILABLE!

LOUDON'S

TOMATO JUICE

"The Nation's New Drink"

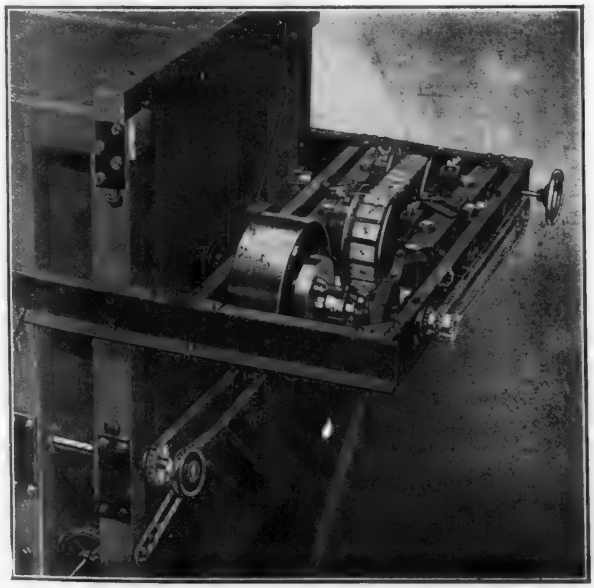
Manufactured by new vacuum process, thereby retaining more vitamines

**Packed in all size cans and bottles,
Either under factory or buyers label**

ALSO PACKERS OF

Fancy Quality CATSUP, CHILI SAUCE, PORK and BEANS, RED BEANS, KIDNEY BEANS, TOMATO SOUP, SPAGHETTI

The Loudon Packing Co., Terre Haute, Ind.



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
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Green Bean Snippers
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Can Markers
Lift Trucks

SPECIAL MACHINERY BUILT TO ORDER

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Ogden, Utah

A. K. ROBINS & CO., INC.
Baltimore, Md.

BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
Hamilton, Ontario

Easton, Md., August 24, 1931—The continuous rains since the evening of August 20th have laid the corn flat on the ground.

Frederick, Md., August 22, 1931—60 to 65 per cent of a normal yield. Acreage reduced 15 per cent.

Perryman, Md., August 24, 1931—Sweet and field corn is down almost flat on the ground in this section and last week it was a beautiful sight to behold, standing straight upright and a dark green, with ears on every stalk of large size.

Preston, Md., August 25, 1931—Sugar: Not one-third of a crop.

Lebanon, Ohio, August 20, 1931—Have prospect for a fair yield only; not near what there would apparently have been, as the crop has matured quite evenly. Many ears are not filled and more or less barren stalks in every field.

Sabina, Ohio, August 24, 1931—We reduced our acreage this year about 20 per cent. In 1927, 1928 and 1929 our crops suffered from excessive rains; in 1930 from the severe drought in Southern Ohio. This year we have best corn since 1926. Normal yield over 15-year average; not an excessive yield like 1925. Excellent quality; average cut per ton. We are all through first plantings.

Wilmington, Ohio, August 24, 1931—At three of our plants looks like a normal pack, as far as we have gone into it, and at the fourth plant we have been hurt considerably by drought.

BEANS

Fayetteville, Ark., August 19, 1931—The spring pack was almost a complete failure in the Ozarks. Do not believe there were 50 or 75 cars packed in the same territory that packed 275 cars last year. And there is very little acreage planted for fall canning, because of the fact that it would interfere with late tomato pack this season, as our heavy tomato pack will come the latter part of September, which is about the same time the fall bean crop would be ready for canning.

Green Forest, Ark., August 17, 1931—There are not many packed in this vicinity when the crop is normal, and this year's pack was a failure, owing to a severe drought in June and the early part of July. We do not hear of any late plantings, as the price that can be obtained for snap beans does not encourage anyone to pack them.

FRUIT

Hope, Me., August 22, 1931—Blueberries: Nearly as large a crop as last year, but only about 15 per cent are suitable to pack under present Government regulations.

What Canned Foods Distributors are Doing

First Siezure Under Mapes Law—Virginia Wholesalers In Good Shape—Piggly Wiggly Units Licensed To Operate In Europe.

FIRST SEIZURE MADE UNDER MAPES AMENDMENT TO PURE FOOD ACT—The first seizure of canned foods under the McNary Mapes amendment to the Federal Food and Drug Act, which provides for Federal standards for sub-standard canned foods with the exception of meats and milk, was made on August 14 when a shipment of canned peas was confiscated by a marshall on the ground that they violated the tenderness standard and were not marked as "sub-standard," the Department of Agriculture announced last week.

The peas were not unwholesome, the Department declared, but were seized because they contained an excessive quantity of hard peas and did not bear the required legend.

"The substandard wording does not indicate that the food so labeled is unfit for food. Were the food actually unwholesome or adulterated, it would be in violation of the Food and Drugs Act, regardless of labeling, and the shipper would be liable to prosecution. Substandard canned foods, properly labeled, are perfectly legal, says W. G. Campbell, and a housewife with a limited budget may feel perfectly safe in purchasing such a product. It is the purpose of the amendment, however, to require proper labeling so that she may know precisely what she is getting for her money."

Virginia Wholesale Grocers in Good Shape, Survey Reveals—A survey of conditions in the wholesale grocery trade of Virginia has been conducted during the past two months by officials of the Virginia Wholesale Grocers' Association who state that it revealed that, despite the usual summer slump, business has apparently showed some improvement.

The credit conditions prevailing among the wholesale grocery field, however, are far too lax, the association stated, holding that food distributors must pay cash in the majority of cases and therefore must themselves operate on a cash basis in order to avoid any danger of running short of operating capital.

"The consensus of opinion," the report declared, "is that business is better. On the other hand, the purchasing power of the dollar has increased materially. While farm products are bringing lower prices, nature has been very kind, and this year the yield in almost every line is reported to be excellent. This assures the provident farmer food and sustenance for his family and stock, with the possibility of a fair monetary return for the products he has to sell.

"The wholesale grocers throughout the State advise that the tonnage is about up to normal, but due to price declines, dollar sales are off. We believe that business conditions will and can be greatly improved, if the wholesale grocer will think more of his own business and less of his competitor.

"Wholesale grocers who are on their toes to get business and are not trying to give their goods away are still showing a nice profit. Our observation is that this type of wholesaler is doing the least complaining about existing conditions, and they are the men who

(*Continued on page 35*)

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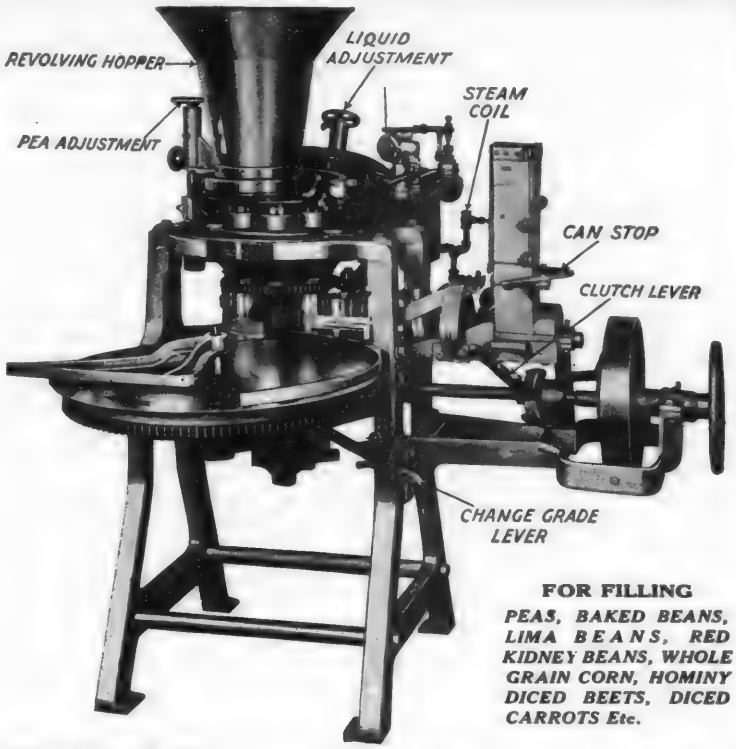

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A New Method For Enzymic Clarification Of Unfermented Apple Juice

By Zoltan I. Kertesz, Bulletin No. 580
New York State Agricultural Experiment Station, Geneva, N. Y.

Abstract—An enzyme decomposing soluble pectin is proposed as an agent for assisting in the clarification of apple cider. This enzyme acts on pectin and produces no changes in starches or proteins. During the decomposition of the pectin of the apple juice by the enzyme, some insoluble materials are formed. These insoluble substances, together with other substances responsible for the cloudiness of cider, are easily removed by filtration or centrifugation, leaving a crystal clear product which may be pasteurized and bottled within 24 hours after pressing the cider. The product is very palatable and possesses no "cooked" taste.

Introduction

It is estimated that more than 5,000,000,000 bottles of various kinds of soft drinks are consumed annually in the United States. The major proportion of unfermented beverages represents synthetic drinks, artificially colored and flavored, but there is undoubtedly an opportunity for a greatly increased production of pure fruit beverages.

Unfermented apple juice, or sweet cider, is made and consumed in greater quantities in the United States than any other beverage juice. The wide-spread character of cider making as an outlet for surplus apples is evidenced by the fact that the average annual production of cider is somewhere in the neighborhood of 100 gallons per farm.

Sweet cider is largely a seasonal product, made only during the period immediately following the apple harvest. After the close of the pressing season, it practically disappears from the market and is almost unobtainable except for small quantities sold by soda fountains and drug stores. For this reason there is a large consumption of synthetic drinks even in apple-growing districts.

This situation is due to the fact that comparatively few small-scale producers of apple cider practice the bottling and pasteurizing of their product, because of the complicated and time-consuming processes involved. The fresh juice can be sold easily without any treatment, but the bottled product must be filtered and clarified. If cider is placed directly in containers and pasteurized, it throws down more or less of a precipitate, but the juice remains turbid and has a cooked taste. Bottled cider should be clear and there should be no sediment.

Filtration and clarification generally take much time and also necessitate the use of expensive apparatus. Therefore, a study was undertaken at this Station on the clarification of fruit juices, and a new method is presented here for the simple and rapid clarification of unfermented apple cider by means of an enzyme.

Methods of Clarifying Cider

The influence of the variety of apple used (1) and of the method of pressing (2) on the clarification of cider will not be discussed here, for they are dealt with in a very extended literature on the subject. Previous methods used for the clarification of cider are effective only after sedimentation (3). For this reason, the cider is stored in barrels or tanks for 10 to 15 hours, or longer, and the clear juice siphoned off without disturbing the sediment. During this period the cider must be kept cool or fermentation will start. This manipulation not only makes necessary a cool place near the cider press where the temperature will remain below 50° F (10° C), but it also requires much storage space and labor. Also, if over-ripe fruit is used for cider, sedimentation may require 24 to 72 hours. In the new method proposed here, less than 24 hours are needed for storage and for manipulation, after which the cider can be bottled and consumed.

Methods used for the clarification of cider include the following: Heat; centrifuging; filtration through paper or wood-pulp; removal of colloids by absorption upon insoluble, chemically inert absorbing agents, such as Spanish clay, etc.; the formation of a precipitate which "envelops" and carries down suspended material; and finally, enzymes. In this bulletin only the use of enzymes will be discussed.

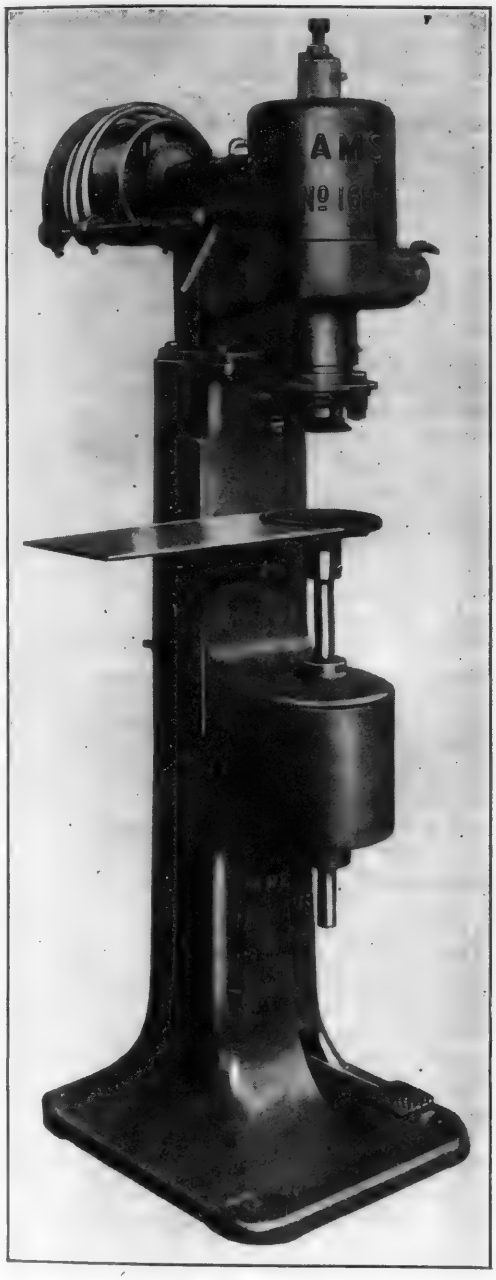
Clarifying Cider With an Enzyme

The clarification of fruit juices with an enzyme was first undertaken by Jokichi Takamine, who had some eight patents on manufacturing enzymes, mostly from molds or other micro-organisms. His "Taka-diastase" is widely known and his "Polyzyme" has been in use since 1913, with a steadily increasing demand. "Polyzyme" is three to five times stronger in its starch-converting power than ordinary malt extract. Besides the starch-converting it has also milk-coagulating and fat-splitting properties, and decomposes proteins. "Oryzyme" is the trade name of another concentrated enzyme extract and "Protozyme" is a dried culture containing the enzymes (4).

All of these enzymes are used in the clarification of fruit juices. During their action materials occurring in the juices, such as starches and proteins, are converted into simpler compounds and lose their colloidal properties (5). After treatment with one of these enzymes, cider is ready for the filter press. There are a great many types of filters on the market, but they will not be discussed here.

Besides the decomposition of starch and proteins, the treatment of a fruit juice with an enzyme also helps in the filtration. Sometimes a fruit juice may be too turbid for filtration, but when treated with Protozyme, for example, filtration (6) is materially accelerated.

In the Wallerstein process (3, page 3) a protein-splitting enzyme, which may be pepsin, papain, or bromelin, is added to remove the proteins which are present as reversible colloids. The protein-tannin compound is attacked and converted into simpler completely soluble products.



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In general, the enzymes used for the clarification of apple juice act on the starches and proteins, but French cider makers lay much stress upon the coagulation of the pectins of apple cider. This is done immediately after pressing and is thought to be a very essential step. According to French writers, apples from different districts of France, and also different varieties, show differences in the readiness with which coagulation of pectin is obtainable. The maturity of the fruit also plays an important role in the coagulation of the pectin.

Pectase, the enzyme coagulating pectin, is present in the apples, but acts very slowly at 39° F (4° C). At higher temperatures alcoholic fermentation is not prevented and usually proceeds very rapidly. It is possible to produce almost instantaneous coagulation of pectin by chemical treatments outlined by French writers, but these can not be recommended since they seriously detract from the beverage quality of the juice (3, page 5).

Characteristics of the New Enzyme

Fruit juices generally contain pectic materials. The pectin content of apple juice is around 0.2 to 0.4 per cent. The cloudiness of cider is partly due to the pectin content, since colloidal materials, such as pectin, hold other substances in solution which would not stay in solution without them. The principle involved in the clarification of these juices is to convert the colloidal substances into particles which are sufficiently fine to form true solutions. In the present case, if the pectin is decomposed, it does form some insoluble material (about 10 per cent of the pectin), but the rest loses its colloidal properties completely. Passing into a true solution, the pectin loses its protective action on other substances and they precipitate out, together with the insoluble material formed.

According to the literature on pectic enzymes (7), this action is closest to the effect of pectinase. This enzyme is supposed to decompose soluble pectin accompanied by the formation of some reducing materials, especially sugars. There is little known about the changes caused by this enzyme in the pectin molecule. The reason for this is that the structure of the pectic materials has been determined only in recent years.

The enzyme used in the clarification of cider is produced by a number of micro-organisms (8). The mold fungus *Penicillium glaucum* has been found to be an excellent source of this enzyme when grown on the proper nutrient medium. The enzyme can be prepared in liquid or solid form. In the experiments described later, a very active liquid enzyme preparation was used.

This enzyme also decomposes pure pectin solutions. In this case the optimal acidity has been found to be pH 3.0 to 3.5 and the optimal temperature around 104° F (40° C). If heated to 131° F (55° C) for 30 minutes the enzyme is completely inactivated. The preparations used did not display any starch-converting activity. The experiments performed with this enzyme on pectin solutions will be discussed in a later bulletin.

How to Use the Enzyme

The enzyme proposed for the clarification of apple juice should be used as follows: After pressing, the juice should be filtered through a cloth which is open enough in texture to permit the juice to run through quite readily. The use of closely woven cloths in an effort to remove finer particles is useless as they clog very quickly. The juice should be placed in clean containers of any size and the enzyme added immediately without allowing any time for sedimentation, at the rate of about 0.5 per cent by volume. The cider-enzyme mixture should be stirred thoroughly and then allowed to remain undisturbed until the action of the enzyme is completed.

The natural acidity of apple juice is generally not very far from that best suited to the action of the enzyme, therefore no attention need be given to the matter of acidity of the juice. The temperature should be kept rather low, although it is not necessary to store the cider-enzyme mixture at a temperature below 50° F (10° C). The duration of the clarification process should be so regulated that there will be no danger of alcoholic fermentation. This can be easily accomplished by the use of a proper quantity of the enzyme.

In the experiment which will be discussed later as an example of clarification, 0.5 per cent enzyme solution was used and 13 hours were allowed for the clarification. This enzyme preparation had not been concentrated by any of the methods which will be described later by Willaman and Kertesz, whereby preparations five times as strong have been produced. It should be stated, that the amount of enzyme to be added depends on the activity of the enzyme, and that the time needed for clarification varies inversely with it. In other words, clarification can be easily finished within 10 to 15 hours with a sufficiently strong enzyme solution. When a sample taken from the mixture shows an increase in the size of the particles which formerly have been colloidal and when sedimentation starts, the work of the enzyme is completed. After allowing one hour more for completion of the action of the enzyme, the cider should be centrifuged or filtered. The treated cider can be filtered without difficulty, but centrifugation works in this case much better and quicker than filtration. After centrifuging for a certain period, depending on the cider and the centrifuge speed, the perfectly clear cider is obtained and may be bottled.

For preserving, several methods may be used, but the simplest is pasteurization. Since all the colloidal materials are removed from the juice, no precipitates occur during pasterization and there is no "cooked taste" afterwards. Benzoate can be used for preserving cider, but it is not recommended (9). Sterilization can also be done by filtration, and if the centrifuged clarified juice is used there is no danger of choking the filters.

Changes Produced by Clarification in the Composition of Cider

The changes observed during the clarification of cider may be noted from the description of one experiment.

Around 20 pounds of ripe Rome Beauty apples were washed, run through a meat chopper, and pressed in a laboratory hand press. During the pressing, regular press-cloth was used. About 1½ gallons of cider of a good quality was obtained. After filtration through another press-cloth the juice looked rather turbid and contained considerable quantities of finely divided pomace. After pressing and refiltering, 0.5 per cent of enzyme solution was added. The juice was then stirred thoroughly and kept at room temperature of about 77° F (25° C).

Within the next 10 hours no change could be observed in the appearance of the cider. But after the eleventh hour it was more turbid and cloudier than before and by the twelfth hour the formation of a sediment could

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be observed. A sample drawn off and centrifuged for 10 minutes was perfectly clear and had a dark yellow color.

Immediately after pressing and filtering and before the addition of the enzyme, duplicate samples were taken for the determination of the pectic materials as "alcohol precipitate" (10). At the twelfth hour of the experiment other samples of the same size were taken. These samples included all the turbid materials present in the juice. Finally, samples were taken from the centrifuged clear cider. In Table 1 is shown the amount of pectin in the juice as these different times of sampling.

Table 1.—Changes in the Pectin Content of Cider During Clarification

Time of Sampling	Grams of Pectin in 100 cc of Juice
Fresh cider	0.1840
Just after formation of precipitate	0.0568
After centrifuging	0.0560

* Average of duplicate samples.

It will be seen that the pectin content of the juice when the sediment is formed is practically the same as that of the centrifugated juice. The low pectin content found in the cider after clarification may be due to the imperfect decomposition of pectins by the enzyme or to some other materials which are precipitated by the alcohol and can be redissolved in water. The pectin content of the original juice is rather low, according to the literature (11), but in case of a higher pectin content the process should work even better.

When both original and clarified cider were filtered through filter paper, the cloudy juice went through very slowly from the beginning and soon the filtration came to a halt. However, from 120 cc of clear cider poured on a filter paper, 100 cc ran through within 3 minutes. Attempts were made to filter the juice after the action of the enzyme without centrifuging first, and even in this case the juice could be filtered at a satisfactory speed and the precipitate failed to choke the filter paper.

The samples in this experiment were bottled after cenrifuging, and were heated for 20 minutes to 168.8° F. (76°C.). They did not show any trace of precipitate, and their taste was just as satisfactory as that of the original juice and had no "cooked" flavor. No precipitate was observed in the bottles during storage.

As with any enzymic process, all the conditions of temperature, amount of enzyme and duration of the clarification process should be carefully controlled. If this enzyme and the method described here are used in a proper way, clear cider may be produced, bottled and consumed within 24 hours after pressing.

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EASTERN HEADQUARTERS FOR GRADING CANNED FOODS

By F. M. Shook.

THE Bureau of Agricultural Economics of the United States Department of Agriculture is now prepared to officially grade canned fruits and vegetables, and issue certificates of grade therefor.

In addition to the headquarters at Washington, the Bureau has opened an office at 206 Stewart Building, Easton, Md. Tri-State canners may send samples for grading to either place. Naturally those in Western Maryland would send their samples to Washington. Delaware and Eastern Shore of Maryland and Virginia would find the Easton office more convenient. New Jersey could use either the main office at Washington or the one at Easton.

It is required that samples be drawn at the rate of one can per thousand cans, of No. 3 or smaller size containers, one can for each 500 cans of size No. 5 cans, and one can for each 300 cans of No. 10 size. To each sample, whether drawn by canner personally or by a licensed sampler, there should be included a statement either in a letter or on a sheet of paper placed with the samples the following information:

1. Name of shipper or applicant.
2. Address.
3. Number of samples in lot.
4. Number cases in lot.
5. Code or other marks of identifying the lot.
6. Name and location of building, warehouse or other place the goods from which the samples were taken, are located.

These samples should be sent prepaid to the
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206 Stewart Building, Easton, Md., or to the
Canned Fruits & Vegetables Grading Service,
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Room 7—127, Building F, 7th and B Sts., N. W.,
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Upon arrival the samples will be divided, one-half will be graded and one-half returned as a check or companion sample. This sample will be used in the event that questions arise as to the grade of the lot or in the event an appeal of grade is taken. The companion samples will be returned to the shipper at his expense whenever he indicates to the Department that there is no further need for their retention. For each lot of

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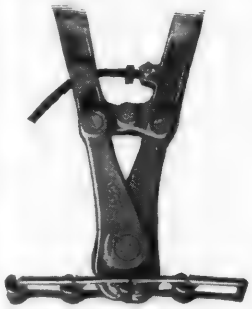

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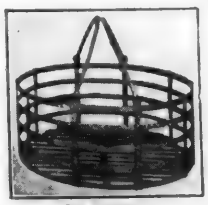

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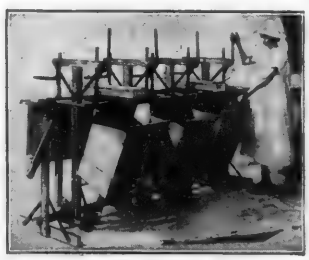

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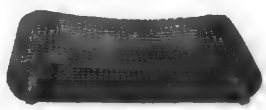

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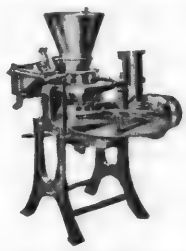

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The official certificate of grade is "Admissible in all courts of the United States as prima facie evidence of the truth of the statements therein contained," and therefore will not only prove of immense value to the canners in ascertaining whether his merchandise meets with the McNary-Mapes requirements, but also provides a most valuable basis of sale on which to merchandise his pack.

Here is an opportunity to sell your packs on the basis of grade certification and to eliminate the wasteful and expensive method of selling on samples.

LELAND A. BABCOCK DIES SUDDENLY

ANOTHER one of the industry's prominent men died suddenly, this time on Monday, August 17th, Leland A. Babcock, known to users of canning machinery for years.

Mr. Babcock was a prominent figure in the days of Daniel G. Trench and when the Sprague Canning Machinery Company was considered supreme in its field. Many the canner that sat down at his desk to figure out machinery requirements and then how best to arrange the payments, and "Bab," as he was familiarly and affectionately known, always showed the utmost patience and consideration, regardless of the size of the order.

We understand that Mr. Babcock died suddenly at his home in San Antonio, Texas, where he has lived for the past three or four years as representative of the Sprague-Sells Corporation, covering the Southwestern States.

He had been appointed to this important post upon the formation of the new corporation under which he was serving at the time of his death.

"Bab" was a writer, a reader and one of the industry's staunchest friends. It is difficult to do a man of this sort full justice, and for that reason we refer to a tribute paid to him by Daniel G. Trench many years ago. It sizes the man exactly by one who possibly knew him best of all, and it is a pleasure to offer this tribute as our last farewell to a long and splendid friend:

A TRIBUTE FROM ONE OLD FRIEND TO ANOTHER

Written by Daniel G. Trench, July, 1917, for "Cannery Notes."

What manner of man is Bab? This question is only asked by newcomers in the business; all others have known him for years as one of the big cogs in the Sprague machine. We have had many cogs, big and little, in our machine during the past 25 years. Some were sketched, patterned, cast and machined on the premises; others reached us in the rough and were smoothed and machined to fit; a few were already well cut when selected to mesh in combination with others and have run true. Of this latter class is Leland A. Babcock, the present Sales Manager of the Sprague organization, who joined us 18 years ago, early enough to serve as a main feature in the design.

One experiences some difficulty in describing this man to strangers, for he has always been a man of many angles. Independent in thought and action, you bump into this angle and think that is all there is to it. You are fooled. Positive in expression, you imagine immatured conclusions. You are fooled. A wonderful faculty for concentrating on details, you suspect lack of imagination. You are fooled. An indefatigable worker, you think the slave to commerce. You are fooled. For while he is digging through to the last paper on his desk you glimpse a water color of the woods. He orders your dinner with the judgment of an epicure, whirls you to country roads in a powerful six and tells you of Indian guides, big fish and roughing in the woods in a way that needs no alibi.

A versatile business experience from pins and pickles to banking and the law. You doubt and seek for facts. Fooled again. You find foundations built through sweat. Uncompromising integrity in matters of management, you imagine the martinet; you find sense trained under men and institutions that rule the successful business world. A likable man—you think you don't like him. Fooled again. You take another look and then it comes to you that the man is all right. The thing you have permitted your egotism to butt into wasn't Bab, but the buttress Bab embodies: brains and business. None of us are quite perfect, and still most men, if taken right, will give away their shirts, and Bab at heart is just such a one, but he would be damned sure it was his own shirt he was giving away.

And that's the man the world has lost and this industry will miss.

He was buried in his recently adopted state, and leaves a widow, a son and a daughter, to whom our sympathies and that of thousands in his industry go out.

SUCCESSFUL WAR ON CORN BORER WAGED IN N. W. PA. COUNTIES

A SUCCESSFUL campaign against the European corn borer is being waged in Northwestern Pennsylvania.

In 1927 an area comprising all or parts of eight counties was placed under regulations requiring the plowing under or burning up, during the winter or early spring months, of all corn remnants.

The results of this work has proven so successful that a reduction in the area placed under clean-up regulations has been possible each year. This season only Erie county and three townships in Warren county were included.

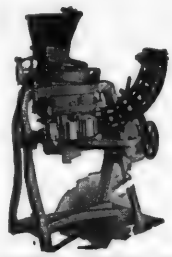
A careful check-up last fall showed lighter borer infestation than was found in the same area in 1925—the first year for which records are available.

"We feel that this enforced clean-up has been an outstanding demonstration on the effectiveness of good farm practices as a control of European corn border," states R. H. Bell, director, Bureau of Plant Industry, Pennsylvania Department of Agriculture.

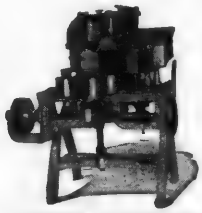
There has been a fine spirit of co-operation on the part of most farmers in this work, officials report. During the 1927 season it was necessary for the State to do actual clean-up work on approximately 400 farms. This year there are only 12 cases with a total of 37 acres, according to the latest statement from P. G. Brown, administrator in charge of the work in the field.

Mr. Brown reports that the State inspectors visited 6,863 farms during the period from May 1 to June 6, and of this number 4,958 were passed on the first inspection. A total of 21,330 acres of corn ground were voluntarily cleaned by the farmers themselves to meet the regulations.

This effort is characterized by Secretary of Agriculture John A. McSparran as a "splendid piece of work showing fine co-operation on the part of the people."



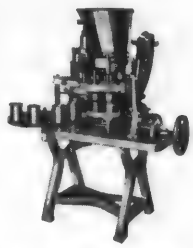
HANSEN AUTOMATIC TOMATO FILLER



HANSEN AUTOMATIC KRAUT FILLER

HANSEN SANITARY CAN WASHER

HANSEN FRUIT AND VEGETABLE FILLER



HANSEN SANITARY PEA AND BEAN FILLER

SAVE TIME and MONEY

Cherries, Berries, Peaches, String Beans, Beets and many other fruits and vegetables are filled into all sizes of cans, practically with THE HANSEN SANITARY FRUIT AND VEGETABLE FILLER. One operator with this machine will turn out more work than five or six persons packing cans by hand. The cans are taken care of automatically by a unique feed worm which postively does not smash them. The Hansen Fruit and Vegetable Filler is simple in design, sturdy, occupies small floor space and is sanitary. The Hansen Fruit and Vegetable Filler is so reasonably priced that Canners of any of the above products can not afford to operate without it. Write us for prices.

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

8-Head Double End Flanger

300 Cans a Minute

This No. 315-K Bliss Automatic Flanger operates in the 300 a minute line of Bliss High Speed Sanitary Can Making Machinery and produces a perfect flange which is essential to successful double seaming. The eight heads insure easy movement with high speed and minimum wear. All adjustments are open, accessible and easily made.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

MADE BY

ZASTROW MACHINE CO. INC.

1404-1410 THAMES STREET
BALTIMORE - MD.

SUCCESSORS TO
GEO. W. ZASTROW

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

YOU have no idea, unless you have conducted such a department as this, how encouraged a conductor is when he receives a letter telling how the department has been helpful. Such encouragement was received in a letter last week, for which I am grateful, but in the letter was outlined a problem often encountered.

The writer says:

"I have been trying to teach my boys on the road to use a set sales talk, and think I have succeeded to quite an extent. I am certain, however, they do not always follow it, and I am wondering how I can overcome this failing on their part or if it should be noticed at all. What do you think?"

Sometimes a mistake is made in confusing the manner of delivery and the actual substance of a sales talk. If this has not been done in the instance referred to, steps should be taken to correct the sales talks as given in order that they may include all important sales arguments and in their logical sequence.

By confusing the manner of delivery with the actual meat of the sales argument I mean simply this: In different part of the country, while talking to different buyers, the sales talk or argument must be slowed down or speeded up to fit the individual being called on.

I can not conceive of a salesman who is anxious to do the most business for his house of which he is capable delivering a sales talk to a buyer in Reading, Pa., at the same rate of speed he would use in New York City, for instance.

And I am certain the salesman will not get along nearly as well in Illinois or Missouri while delivering the sales arguments of which he is capable in the same way and at the same rate of speed he would use in Dallas, Texas, or Atlanta, Ga.

The outstanding sales argument of a pansy is its human face, always different in different pansies.

Then coloring, a delicate scent, etc., are next in importance in the consideration of this early spring flower.

Sales arguments equally potent are to be found in connection with each article or service for sale to the country at large.

The task of management is to realize this, correctly value and rate them in the order of their importance, and then pass them on to their salesmen.

In the help wanted columns of this paper I read something like this: "Wanted—A salesman to call on the trade in the Middle West with a line of catsup. Good salary to the right man." This was not the wording of the ad, but is near enough to illustrate what I mean.

I'll bet a hat to a hammer that when the salesman advertised for was hired, he was given a case of samples, a price list, a lunch in town, a slap on the back and sent out to sink or swim, survive or perish. The chances are he has perished by this time.

The talkies have a theme song, bridges have a certain pitch which, if struck repeatedly on a violin, will eventually set up such vibrations as to imperil the whole structure.

Your output has certain characteristics which should set it apart from all others. If it has not, may the Good Lord help you. If you feel your pack is no different in price and quality from others of like nature, it's no wonder you are wondering now how you can sell in greater volume and at a larger profit.

It is probably safe to assume you recognize these values or features in your offerings which place them ahead of others and have outlined your sales story accordingly.

Then the thing to do is to stick to their presentation in their logical order.

The more you omit of your sales story, the more you mix it up, the greater your chances for losing the sale.

If you feel your salesmen are garbling your sales story on the trade or failing to deliver any of it, have them go over it with you. Coach them in it, have them sell you over and over.

Then fill in the gaps, build up the story and send them out again on the trade. Let your last admonition to them be that they get your tale to the buyer in its entirety and in the order in which you have given it.

Do not feel I mean by this they should interrupt a buyer in the act of placing an order, because they have not gotten to page 14 in the figurative book of sales instructions.

I have nothing of the sort in mind.

But if your sales arguments are based on the offerings of a quality pack, all those arguments should be supplied to a buyer as sales ammunition he can use in selling your goods to his men and distributors.

If the order is secured before your man has placed before the buyer all the information he has regarding the quality of your line, let your man pocket the order and continue with his story.

Orders are so far apart today it is well enough to mention here the procedure after everything has been said that may be said in an attempt to get the order and it has not been forthcoming.

Then is the time to leave the customer with a smile and a lasting impression of what he is missing by his failure to buy at the time the sale was attempted.

It may be you are going to the trade with the lowest price prevailing, and that would not be surprising or anything of a disgrace.

If you approach sales-getting from this angle, stress your low price at first, iterate and reiterate the lowness of your price and leave your contact with the fixed thought you were offering some extremely low prices.

Some day he will be in the market again and he will remember you. You can not get this remembrance if your sales arguments are directed from a dozen different angles and without stress on any particular one.

Have no reluctance about checking up on your men or yourself regarding how your sales talks and messages are being delivered. Probably heads of firms themselves are most lax in comprehensive and logical sales presentations. This is natural. The head of the house expects or usually receives recognition not accorded to his hired employees. The boss is regarded as one to be entertained and whose opinions are sought. This attitude on the part of the buyer leads to hurried sales attempts and allows only partial sales presentations unless the head checks closely on himself.

The owner of a business is the last person in the world to look to for a complete sales presentation in its logical order for the securing of the most business unless the head is one of those rare individuals who are more sales minded than engineer trained. Such men, with the ability inherent to correctly and fully put over a sales talk, are rare in the canning business, more's the pity!

As the industry learns to prepare and execute a scientific sales presentation it will remove itself from the present morass of bargaining in which it is sinking deeper and deeper.

Check and double check your men and yourself until you are satisfied everything is being said and as well said about your product as may be possible in an attempt to build profitable sales.

OHIO TRAINS TOMATO GRADERS

OHIO is going into the job of buying tomatoes and other cannery products on a graded basis in proper fashion.

On August 11th the Inspection School for Tomato Graders was held at the factory of the St. Mary's Packing Co., St. Marys, Ohio, under the direct charge of Mr. M. W. Baker, of the Ohio Department of Agriculture.

Mr. W. B. Swonger, manager of the St. Mary's Packing Company, says that practically all the tomato canners in the State were represented; that many canners not only attended the school, but also made a very detailed examination of this factory, which is one of the finest and most complete tomato canneries in Ohio.

The program of the school was as follows, and it will be noted that it covered a course of four days:

Tuesday, August 11th

9.00 A. M. Introductory Talk—Mr. C. C. Swonger, Assistant Manager.
10.00 A. M. Purpose of the School and Discussion of the Grades—Mr. M. W. Baker.
12.00 Lunch.
1.30 P. M. Grading by Groups.
2.30 P. M. Open Meeting of Canners and Growers. Leader, Mr. M. W. Baker; Director, Mr. Dave Parks.
4.00 P. M. Recreation.

Wednesday, August 12th

9.00 A. M. Discussion of Grades—Mr. M. W. Baker.
10.00 A. M. Production from the Inspector's Standpoint—Prof. E. R. Lancashire, O. S. U.
11.00 A. M. Discussion of Inspection Certificate—Mr. M. W. Baker.
12.00 Lunch.
1.30 P. M. Grading by Groups.
2.30 P. M. Open Meeting of Canners and Growers. Prof. E. R. Lancashire, Leader; Director, Mr. Dave Parks.

Thursday, August 13th

9.00 A. M. General Benefits of Inspection—Mr. M. W. Baker.
10.00 A. M. Relation of Production to Inspection—Prof. E. R. Lancashire.
11.00 A. M. Inspection as I See It—Mr. Roy Irons.
12.00 Lunch.
1.30 P. M. Address—Mr. I. H. Guthrie.
2.30 P. M. Address—Mr. E. A. Fleming.
3.00 P. M. Inspection from the Canner's Standpoint—Mr. Luke Beckman.
3.30 P. M. Inspection from the Grower's Standpoint—Selected.
4.00 P. M. Baseball Game.

Friday, August 14th

9.00 A. M. Final Instructions and Assignments—Mr. M. W. Baker.
12.00 Final Luncheon.

SETS UP OWN SALES FORCE

Sycamore Preserve Works
Packers of Canned Vegetables
Sycamore, Ill., Aug. 6, 1931.

Announcement

To the Trade:

Recognizing the need for the development of closer relationships between this company and our customers, and in order to render the best possible service to the trade, we have established our own Sales Department under the direction of Mr. J. E. Brough. Our selling arrangements with Geo. H. Leslie & Co., of Chicago, have been terminated.

Our Mr. Brough will call upon you at an early date and outline to you our plans for better serving you.

We take this opportunity of thanking you for your patronage in the past and respectfully solicit consideration in the anticipation of your Spot and Future needs.

Please address all inquiries and correspondence to

Yours very truly,
JEB SYCAMORE PRESERVE WORKS.

POWDERED APPLE PECTIN
SPEAS-NUTRL-JEL
NEUTRAL IN COLOR AND FLAVOR
Write or Wire for Samples and Prices
SPEAS MANUFACTURING CO.
Kansas City, Mo.
Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—175 H. P. Triple Return Boiler; 15, 20 and 25 H. P. Steam Engines, Ayars Rotary Fillers and Universal Filler for tomatoes and string beans; Link Belt Peeling Table for 74 operators; Closed Retorts; Process Racks; Knapp Labelling Machine for No. 2 cans; Gravity Conveyor; Monitor-Thomas Scalder; Anderson Barngrover Cooker for 2's, 2½'s and 3's; and Hawkins Hoist.
Scott & Daly, Inc., Dover, Del.

FOR SALE—Two used Kern Finishers. Wood frame, in good condition.
F. H. Langsenkamp Co., Indianapolis, Ind.

FOR SALE—2,000 new 5 gal. cans and caps, lacquered inside and out, 135 lb. plate; also quantity good used cans same description, at attractive prices.
Curtice Bros. Co.,
Rochester, N. Y.

Situations Wanted

POSITION WANTED—Young woman with twelve years practical experience in field brokerage business is open for position of responsibility. Capable of assuming executive duties, including management and handling correspondence. Have thorough knowledge of judging quality of canned vegetables and have had considerable experience in both buying and selling.
Address Box B-1820 care of The Canning Trade.

POSITION WANTED As Manager, Superintendent or other responsible position by young man, experienced in handling a full line of fruits and vegetables, tomato products, pulp, catsup, jams and jellies.
Address Box B-1824 care of The Canning Trade.

POSITION WANTED—By man, thirty years old with experience in canning of corn and tomatoes; college graduate in agriculture.
Address Box B-1826 care of The Canning Trade.

WANTED—By a man at present employed, a position either in the manufacturing or sales department of the canning trade, or in the machinery and supply department of the industry; has large acquaintance with wholesale grocers, chain stores and canners; has attained results in all lines of the business. References.
Address Box B-1827 care of The Canning Trade.

POSITION WANTED - By capable man of 20 years experience packing a full line of fruits and vegetables; also a machinist and builder. Will consider most any kind of proposition.
Address Box B-1828 care of The Canning Trade.

Help Wanted

SALESMAN WANTED—To call on jobbing trade, Central, Southern and Eastern territories, selling catsup and other condiments in carloads. Good position for man of high ability.
Address P. O. Box 605, Marion, Ind.

Loren J. Sherff & Company
Certified Public Accountants
112 West Adams Street
CHICAGO

SOUDER MFG. CO.
Can Straighteners *Cookers*
Filling Tables
Madison St. BRIDGETON, N. J.

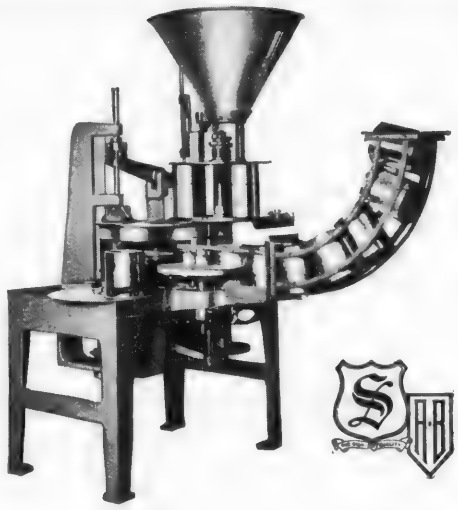
That Sub-standard Law

goes into effect with this year's pack.

Be sure that you are above the line by using The Federal Score Card System of grading your packs as published in full, in

The 1931 Almanac

Use Your Almanac



Weber Apple Filler

THE newest member of the "Peerless" family—now made in the Sprague-Sells plant at Buffalo, New York.

The last word in Apple Fillers, filling sliced or quartered apples into No. 10 cans at 25 cans per minute maximum.

Weight of fill may be regulated to an ounce by a quick and simple adjustment. A No-Can-No-Fill device prevents loss of fruit.

Write us today for complete details. Just clip, fill in and mail the attached coupon to:

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.

Sprague-Sells Corporation
308 W. Washington St.
Chicago, Illinois

Send us full particulars and price of your Weber Apple Filler.

Name .....

Address .....

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY
THOROUGH WASHING
improving the quality
ACCESSIBILITY of SIEVES
SMALL FLOOR SPACE

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

THE 1931 DIRECTORY OF CANNERS

NOW READY

A list of the canners of the United States, compiled by the National Canners Association, from Statistical Reports and such other reliable data. 22nd Edition.

Carefully prepared and up-to-date; lists corrected by Canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supplymen, salesmen, and practically everybody interested in the canning industry. *Get your order in early*

National Canners Association, 1739 H St., N. W. Washington, D. C.

Personal Checks Accepted

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of ⅝ Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvanized metal, non-rust hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

Planters Manufacturing Co, Inc, Portsmouth, Virginia.

MACHINE MADE

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

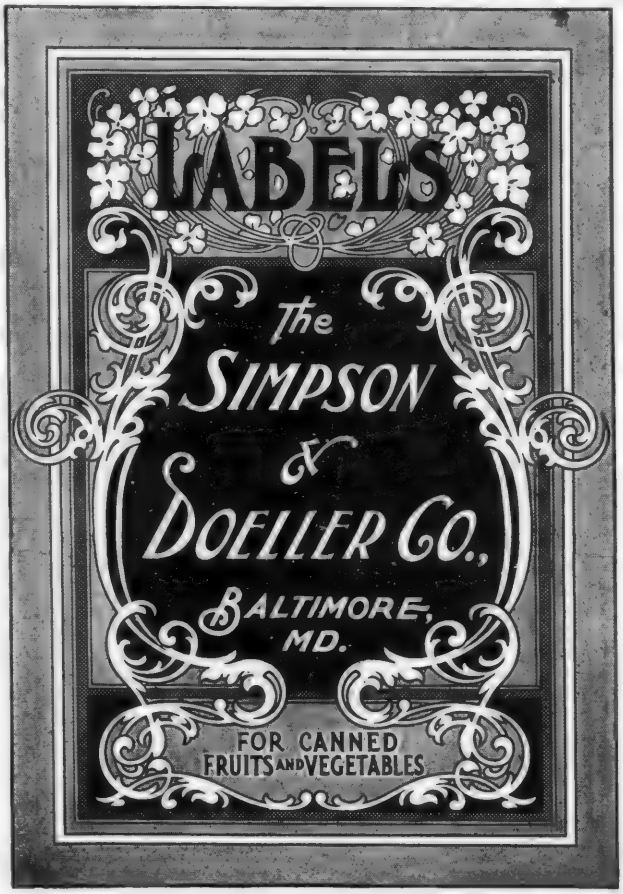
FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.



CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., •Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS• (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.75
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq.	.....	3.50
Small, No. 1 sq.	.....	2.85
Green Mammoth, No. 1 sq.	3.40	3.10
Small, No. 1 sq.	2.80	2.70
BAKED BEANS‡		
In Sauce, 8 oz.	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2.	.65	.70
Standard Cut Green, No. 10	3.00	3.50
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.50	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2, Tiny Green	1.75	1.50
No. 10	9.00	.....
No. 2, Medium Green	1.45	.....
No. 10	8.00	.....
No. 2, Green and White	1.10	1.20
No. 10	6.00	.....
No. 2, Fresh White	.90	.....
No. 10	5.00	.....
Soaked, No. 2	.77½	.....
BEETS‡		
Baby, No. 2	.....	1.85
Whole, No. 2	1.15	.....
Whole, No. 3	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	2.85	.....
Whole, No. 10	3.75	4.00
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.70	1.05
Sliced, No. 10	3.50	.....
Standard Diced, No. 2	.60	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	1.05
Extra Standard, No. 2	.....	1.05
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.95	.....
Extra Standard, No. 2	.90	.....
Standard, No. 2	.85	.....
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.80
Extra Standard, No. 2	.80	.....
Standard, No. 2	.75	.90
Standard, No. 10	4.00	4.50
HOMINY‡		
Standard Split, No. 3	.90	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.82½	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.10	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.90
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.25
No. 5 Std. Sweets, 2s	.....	.....
No. 4 Early June, 1s	.....	.....
No. 1 Std. Alaskas, 2s	1.10	.....
No. 2 Std. Alaskas, 2s	.95	.....
No. 3 Std. Alaskas, 2s	.85	1.10
No. 4 Stds., Alaskas, 2s	.80	1.10
No. 2 Std. Alaskas, 10s	4.75	.....
No. 3 Std. Alaskas, 10s	4.50	5.50
No. 4 Std. Alaskas, 10s	4.25	5.00
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	1.00	.....
No. 10	2.75	.....

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.85
No. 2½	.65	.75
No. 3	.70	.90
No. 10	2.35	2.75
SPINACH‡		
Standard, No. 2	.70	.80
No. 2½	.95	1.15
No. 3	1.00	.....
No. 10	3.00	3.20
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	1.30	.....
Standard Green Corn, Dried Limas, No. 2	1.05	.....
(Triple) No. 2 (with tomatoes)	1.20	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory..	.....	.....
No. 2½	1.05	1.07½
No. 3	1.10	1.20
No. 10	3.75	3.50
TOMATOES‡		
Extra Standard, No. 1	.45	.37½
F. O. B. County	.40	.....
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.10	.....
F. O. B. County	1.00	.....
No. 10	.....	.....
F. O. B. County	3.00	.....
Standard, No. 1	.40	.....
F. O. B. County	.35	.....
No. 2	.65	†.67½
F. O. B. County	.60	.....
No. 3	.90	.....
F. O. B. County	.90	.87½
No. 10	2.75	.....
F. O. B. County	2.60	2.65
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.35	.35
No. 10, Whole Stock	2.00	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

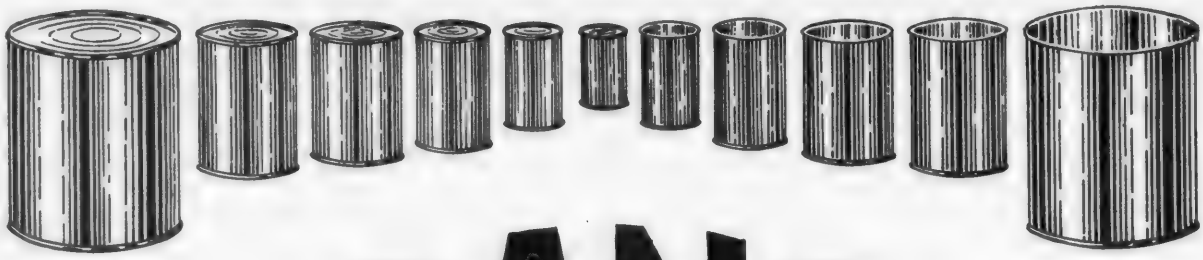
APPLES• (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	2.65	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	3.50	.....
APRICOTS• (California)		
Standard, No. 2½	1.80	1.40
Choice, No. 2½	2.25	.....
Fancy, No. 2½	.....	.....
BLACKBERRIES•		
Standard, No. 2	1.35	1.50
No. 3	.....	.....
No. 10, water	4.50	6.50
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES•		
Maine, No. 2	.....	1.85
No. 10	5.75	6.25
CHERRIES•		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	6.00	.....
California Standard, 2½	.....	2.00
Choice, No. 2½	.....	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES•		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT•		
8 oz.	.65	.....
No. 2	1.35	1.25
No. 5	4.10	4.25
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS•		
Standards, Keifer No. 2, in syrup..	1.05	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.10
Choice	2.75	1.80
Standard, No. 10	6.50	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES•		
California Standard, No. 2½, Y. C	1.45	1.50
Choice, No. 2½, Y. C	1.80	1.65
Fancy, No. 2½, Y. C	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE•		
Hawaiian Sliced, No. 2½	1.80	1.75
Sliced Standard, No. 2½	1.65	1.50
Sliced Extra, No. 2	1.80	1.60
Sliced Standard, No. 2	.....	1.40
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES•		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD•		
Fancy, No. 2½	3.00	2.65
No. 10s	12.00	9.60

Canned Fish

HERRING ROE•		
10 oz.	.75	.....
17 oz.	1.00	.....
19 oz.	1.10	.....
LOBSTER•		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	2.75
¼-lb. cases, 4 doz	.....	1.60
OYSTERS•		
Standards, 4 oz	1.00	.....
5 oz.	1.10	1.20
8 oz.	2.00	.....
10 oz.	2.20	2.40
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	3.50	2.35
Flat, No. ½	1.70	2.20
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.92½	.90
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.....	.....
Chums, Tall	.87½	.87½
Medium, Red, Tall	2.00	.....
SHRIMPS§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.60	1.67½
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.40
¼ Oil, Decorated, Keys	.....	†4.15
¼ Oil, Tomato, Carton	.....	†4.40
¼ Oil, carton	.....	†4.40
¼ Mustard, Keyless	.....	†3.45
¾ Mustard, Keyless	.....	†3.05
California Oval, No. 1	3.35	†3.25
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½s	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼s	3.60	.....
Striped ½s	5.00	6.25
Striped, 1s	9.35	11.50
Yellow, ¼s	4.90	.....
Yellows, ½s	7.80	6.50
Yellow, 1s	14.60	12.50



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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, AUGUST 31, 1931

WEEKLY REVIEW

Tone of Market Improving—Rains and High Winds Hurt the Crops—Certainty of Moderate Packs, and of Greatly Improved Quality—Oyster Prices Heard.

IMPROVING—The canned foods market has improved in tone during the past week or so, and it would have been a miracle if this had not happened. True, all former market customs have gone by the board, apparently, and no one is able to predict the course of the market, based upon past experiences; but anyone who has witnessed the series of storms and high winds which have afflicted this section during the past two weeks, right in the heart of tomato and corn canning time, could come to no other determination but that the crops and the packs were hurt, and hurt badly. This August has witnessed more storms, more rain and more high winds than any August within recollection, and they all came at the worst possible moment for the crops. The reports that you have heard of driving rains and twisting winds, laying flat corn fields and tearing up tomato patches, are not imaginary, nor have these reports been overdrawn nor exaggerated. On the contrary, they have not been fully told. In fact, the rains are not done as we write, and there seems to be no end to them.

Information of this kind is not given with the expectation that market prices will react as they would have done; not even the slightest reaction is expected, because the buyers are not concerned whether the packs are great or small, or even whether their supply is entirely threatened. They don't care and they won't buy. But as canners you ought to understand the strong position into which both corn and tomatoes have passed in this section, and out of which there would seem to be no way to raise them. The crops are hurt, the yield is reduced, and the pack will prove this when the count is made. More than that, owing to the low prices at which goods are selling now, many of the canners now operating have determined to cut down production, and some canneries have not opened at all. The question of a supply seems to be answered: it will be comparatively light, no matter how long the season continues; and if frost makes an early visit, or if old Dame Nature continues to send these unseasonable visitations, the packs will be miniature.

Can the other sections of the country undo this by packing large packs? Indiana and Ohio are in quite good condition on tomatoes, and that is the end of that story. Other sections will do well if they approach within 25 per cent of normal. So it looks like a foregone conclusion that the tomato pack will be comparatively small, not enough for even a light normal demand. How about corn? In these Tri-States corn is traveling with tomatoes and is having a hard time getting through. There cannot be a full pack of corn in this section this season. It is too late, and it did not require the high winds and driving rains to lay it flat to produce that result. The pack was not on the ears, for the germination of the pollen is now found to have been very badly hurt. So yields per acre are running anywhere from 26 cases to 40 as the highest, and the latter figure a decided exception. Maine, New York State and the West will do better, but how much better cannot be said right now. This crop is made, and the canners can get only what is now in sight.

In both corn and tomatoes the canners are being very careful about the quality, and everyone who has seen new goods agrees that the quality is fine. So we have reduced outputs, a vast increase in general quality and the packs owned mainly by men able to carry the goods. There is a minimum of distressed goods in sight, and that ought to bring results soon. No question but what the situation has grown quite strong, and is getting stronger every day. And the day must come when the buyers will have to buy, because fall is coming, and the retailers need to replace empty shelves. The people have not ceased eating, and canned foods give them as much for their money as any other line of food.

There is a point there which every tomato canner ought to keep in mind: when all men, and women, were working and drawing big salaries, and business men

were making money and cutting coupons, they picked and choosed the rarest, regardless of price. Not so now. There are more poor richmen in the country today than ever before: men who are rich in stocks and bonds, but poor in purse, because those riches have ceased dividends. And there is a greater degree of unemployment than even our daily papers say, much less the Washington wowsers. So this winter will find millions reduced to cheaper living levels, and that means that the tomato will come back as the poor man's meat, as it used to be known. A family with many children and little money can stew a can of tomatoes, and with some bread make a quite satisfactory meal. It is good food, cheap and nourishing, and it is going to be very popular this winter, even in homes that never before knew it. So you will see canned tomatoes come back to their accustomed position, as leader of all canned foods. Watch, and be prepared.

The Market—The buyers are growing a little restless. They know their floors are bare of canned foods; they profess to fear that packs will be too large, and yet they know in their hearts that they will not be; and so they would like to take in some of the very cheap priced goods now offering. But they hesitate. They will regret it, and will live to curse their bankers for enforcing this on them. They know that every order is well bought now—at heavy loss to the canners, and that they will pay from 5c to 10c per dozen more for the same goods very shortly; certainly long before December.

There are changes marked this week in lima beans—downward. Corn is quoted now as we intimated last week, and is weak. Not because of the size of the pack, nor because of lack of quality. Solely and alone because some canners need money and need it so badly that they have to sell at any price. That is the function of the banks, but the banks are not functioning.

Succotash is once more in quotation, and at lower prices than last season.

Tomatoes remain unchanged this week, but you will note that some markets are making a feature of the fact that No. 3's are now quoted at 87½c, instead of at 85c. as last week. No. 3 tomatoes have not sold as low as 85c since 1915, when they were quoted at 67½c, with No. 3 cans then selling at $16.50. That was following the panic which took place upon the declaration of war in August, 1914. From then on they shot up and have been above the dollar mark ever since, until this year. They may touch 85c again, but it is a good bet that they will not.

There is some demand, some trade passing all the time, enough to keep the dealers supplied from day to day, and there are even rumors that some forward-looking traders are quietly laying plans to cover theiir wants for a long time at the low prices. It is a wonder some good business men do not break into this, because foods below cost are always well bought.

There is a decidedly stronger feeling among many canners, and they are out of the market, because they see that their goods are worth more money, and that eventually the buyers will have to pay it. And they are right.

Oysters—A number of packers have named prices on new pack oysters: 4 oz., 90c; 5 oz., $1.00; 8 oz., $1.80, and 10 oz., $2.00, f. o. b. cannery, shipment starting in November, when packed. Spot stocks are now at the exhaustion point.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Prices Drop But Buyers Do Not Respond With Orders. Tomato Prices at New Low Levels—Corn Also Slumps. Salmon Sales Increase—Fruits Remain Unchanged—Berries Firm.

New York, August 27, 1931.

PRICES DROP—Last week saw a severe slump in market quotations here in practically all major packs as curtailed banking accommodations forced Southern canners to liquidate their packs at sacrifice prices in order to obtain sufficient funds to meet current expenses. Prices in many instances sank to their lowest levels in years.

Despite the low prices, buyers, hampered by the same cramping banking restrictions in part and also being more or less bearish on the market, continued to cover only spot goods. No desire is being shown by any jobber to stock up on goods and take a chance on them going higher in the fall. Future buying is practically non-existant, with the resultant loss in funds and credit to canners.

However, prices firmed up slightly at the opening of the new week, and the trade feels that if stocks can be concentrated in strong hands prices will shortly seek levels more in keeping with the actual value. Prices quoted during the week in many cases were below the cost of production, it was pointed out.

Tomatoes—Were very easy with Tri-State offerings of new pack in many instances going below the price levels of the old pack. Offerings sank as low as 60c. for standard 2s, factory, and No. 3s were available at 85 to 87½c. However, these prices are not to be construed as indicating the true market value of tomatoes. Despite the act that the market is not supporting any advances this season, the trade is firm in holding that tomato prices will move into higher levels within the near future.

The Department of Commerce, Bureau of Agricultural Economics, estimated this season's pack at approximately 31 per cent below last year's. This development, coupled with the fact that there was practically no carryover of the 1930 pack, is the main factor indicating an ultimate recovery from the price weakness in this pack.

The weakness was aggravated in this instance by repeated cutting of prices by canners who were forced to move their goods at any price in order to obtain additional funds to meet current expenses. However, reports from the canning regions indicate that unless prices show a sharp improvement shortly canners will pay off on their crop contracts and close down. Although this step will mean that they will take a huge loss, the general opinion of packers that it is better to take this loss now than face the possibility of taking a larger one later in the season is gaining more adherents.

Current prices in the majority of instances are far below production costs, and canners hold that it is foolhardy for them to compete in markets such as prevail today.

Corn—Is another Tri-State pack that has slumped off to record low levels on forced liquidation by canners. New pack Shoepeg fancy No. 2s were offered as

low as 95c to $1, while standards are available at 80 to 85c. Standard crushed has been offered as low as 72½c to 75c. Here also, however, these prices are mainly the result of artificial market conditions and do not reflect the true value of the pack. Canners who are adequately financed will, in the opinion of the trade here, be wise to hold their stocks for better prices rather than sacrifice them at the current depressed market quotations.

Salmon—Stimulated by the firmness of the price list since the low tentative opening prices, posted some weeks back, shipments of pinks and chums from the Coast on local orders are increasing. The majority of orders are for immediate shipment. Retail consumption is holding up well, despite the unfavorable weather suffered during the summer months in many regions. Red Alaskas were irregular, with some offering at $2.25 coast, available in the local market.

California Fruits—Have been mostly unchanged, due to the success of the larger packers in their efforts to maintain the market at an even level despite the cut-rate offerings by independents. Trading continues mostly routine, with the better-known brands attracting fair demand from the trade.

Berries—Were firm and in demand with the exception of blackberries, which dropped to $3 during the week, only to regain their former price on the strength of increased demand following the lower price. Buyers have not been able to obtain confirmation at the $3 level in the last few days, and it appears as though this item will hold its recently established firmness.

Frozen Products—Birdseye quick-frozen packaged seafoods, vegetablees and fruits made their first appearance in the local market when a large metropolitan department store announced the installation of display and storage facilities for the new products. This is practically the first case where the General Food's affiliate has entered the New York trading area, the company previously confining its retail activities to the New England States.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Good Interest but Poor Buying—Jobbers' Stocks Low. Corn Canners Confident—Tomatoes Unchanged—Some Indiana Canners Withdraw—Catsup Cleaning Up at the Low Prices—Peas Steady—A Word of Warning.

Chicago, August 27, 1931.

GOOD INTEREST—Interest in canned foods continues good but buying is unusually conservative this year; for while sellers can all show plenty of reasons why there will be no overproductions most buyers lean to an exaggerated policy of short stocks.

Some day, nobody knows when, this extreme policy is going to catch a lot of people napping and markets will get away from them. Due to general conditions, however, this is likely to happen on a few items only, at first, but it is interesting to speculate upon the various indirect favorable reactions which would follow an honest-to-goodness rally on a few major items of canned foods.

Everybody's stock is sub-normal; buyers' attitude is "why should I load up?"; and until that question can be answered convincingly we can hardly expect much general price improvement.

Corn—New pack now coming along nicely; quality very good and producers most of them apparently happy although confessing a paucity of orders on their books which would in former years be most disturbing. But with the general assurance that their business has not gone elsewhere the better class of producers feel that they can carry through all right and have the goods ready for buyers when they want to talk business.

With bare stocks throughout distributing channels a good steady business is anticipated.

Tomatoes—Eastern prices have not as yet showed anticipated strength which should be evident as soon as vigorous buying sets in. Indiana crop continues late and a number of the most sagacious packers there have withdrawn from the market. Prices as quoted by most of the others however continue unchanged.

It might be the smartest move on the whole canned foods picture for a jobber to load up quickly at prices now possible; but where are the operators who are willing to take such a step so decidedly out of line with the general spirit of the times?

Tomato Catsup—At the low prices which have applied in recent months there has been an extraordinary volume of consumption; and this still continues with the prices still so attractive.

In checking over the very great reductions of pack on catsup this year it is evident that there will be a nice clean up.

It is not difficult to figure out the wisdom of amply covering ones needs on catsup now even though he might want to watch the crop a few days longer on canned tomatoes.

Peas—Wisconsin market steady; a good volume moving out of that state right along. Sweet peas are increasingly harder to find in any satisfactory assortment. Producers in Indiana and Ohio report heavy sales into territory which is not natural to them; thus indicating approaching exhaustion of supplies in the east and in Tennessee.

A Word of Caution—Canners should remember the general mood of the populace this year and realize that they will not stand for old time high-handed price advances such as were easily staged back in the old days when money flowed freely. This comment is prompted by reports from buyers recently of a few canners whose heads had been recently turned by a few seasonable sales and their prices had been at once revised up to a prohibitive basis.

While it is true that every canner surely needs every nickle he can extract from his sales, he cannot wisely ignore the present conditions and must hold all the time in mind that a lot of other situations in this country are in as bad, and far worse, shape than the canned foods businesses. While this is true we must all be reconciled to modest profits.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Weather Favorable—Very Few Canners Will Confirm Future Orders—Only a Few Light Runs So Far—Practically Nothing Done in Missouri Yet—Poor Crop Conditions—Building Warehouses to Hold Packs — Business a Little Better.

Springfield, Mo., August 27, 1931.

WEATHER—Very favorable weather has prevailed throughout the Ozarks during the past week—there has been some rainfall in spots. The temperature at night time has been below normal, with very heavy dews.

Spot Tomato Sales—Just a few cars of spot tomatoes sold during the past week, all 1930 pack for immediate shipment. No. 303 tins, 16 oz., 60c; No. 2 Stds., 65c. There are now very few cars spots remaining in canners' hands, unsold, from last year's pack.

Today's Prices on Spot Tomatoes, 1930 Pack—About the only sizes obtainable, No. 303 tins, 16 oz., 60c; No. 2 Stds., 65c; No. 2½ Stds., 90c to 95c.

Future Tomatoes—Limited offerings of future tomatoes on the market at the following range of prices: No. 1 Stds., 10 oz., 42½c doz.; No. 300 tins, 14½ oz., 57½c doz.; No. 303 tins, 16 oz., 60c to 62½c doz.; No. 2 Stds., 65c to 70c doz.; No. 2½ Stds., 90c to 95c doz.; No. 10 Stds., $3.25 doz.

It is somewhat surprising at the limited number of canners in the Ozarks who appear willing to confirm any sales of tomatoes for future delivery. We find that the canners who are willing to take some business at the range of prices mentioned above insist that sales must be made for shipment as soon as goods are packed and made ready for shipment.

New Pack Tomatoes—Just a few canners in the Arkansas section of the Ozarks have made a few light runs, and it may be possible that some of these canners would be in position by the end of the present week to sell and ship out a single carload of new pack tomatoes. In the Missouri section of the Ozarks there has been practically no canning of tomatoes to date. However, a few of the larger canners may have made an experimental run just to test up the workings of their factories, and a run like that we have referred to, would probably not be in excess of 50 cases. It will be an exception if there is a canner in Missouri that will have even a single carload of new pack tomatoes ready for shipment by the last days of August.

Tomato Crop Conditions—Canners who have reported, state the general tomato crop conditions throughout the district as they appear at this time, are not as favorable as they seemed to be a few weeks ago. These canners tell us it is very evident that they must depend upon the Tomatoes that are grown in the fields that were set with plants very late for the big end of the season's pack, and that the vines in these late set fields are very lightly fruited, and the delivery of ripe fruit from these late set fields will be small up to the last half of September. In other words, canners without exception state that the big end of the tomato pack in the Ozarks this year will have to go into the cans between September 20th and the date of killing frost. It seems that the heavy rainfall all over the Ozarks packing district during the first 15 or 20 days of August washed many of the blossoms from the vines without any fruit forming. While these rainfalls were a help in the growth of the vines, said heavy rainfalls have proven a detriment in other ways. Some canners report that they don't expect to put up 25 per cent of a pack of tomatoes from their acreage grown this season, and other canners as a rule are estimating about 50 per cent pack from their acreage.

Suggestion to Buyers—It would be our suggestion to buyers who are in need of spot tomatoes that they need not hesitate to buy to meet immediate requirements from canners' present holdings of spot tomatoes here in the Ozarks. The quality of these spots is probably as good as the new pack will be, and canners holding spots tell us the cans are bright and clean, and everything in excellent condition.

Bonded Warehouses—Various canners in different parts of the Ozark packing district are bonding their warehouses under the Government plan, so they can store away their pack of tomatoes and use warehouse receipts as collateral in securing loans from the banks. Canners state that this action seems to be necessary in the protection of their interest, for the jobbing grocers, who are the natural distributors of canned tomatoes seem to be holding off from making any purchases except to meet the immediate demand, and these canners themselves cannot finance their entire season's pack without taking advantage of the Bonded Warehouse system. Tomato canners seem to be determined to manage in some way to realize a profit out of what tomatoes that they pack in the Ozarks this year in their efforts to try and balance up the heavy losses sustained in the marketing of a big part of their 1930 pack.

Probable Tomato Pack in the Ozarks—Canners of experience are now estimating that the probable pack in the Ozarks this year will likely be about 50 per cent to 60 per cent pack, based on the acreage that was actually set with plants. On a basis of this estimate, it appears that these canners are figuring on the total pack for the season ranging somewhere from 2000 to 2200 carloads as compared with the total pack in the Ozarks last year of something over 3600 cars. If these canners' estimates prove true, then the canners of the Ozarks will not pack as many cars of tomatoes this year as it will take to meet the demands of the trade that draw all their supply of canned tomatoes from the Czarks. If jobbing grocers continue to hold off from placing their orders for futures, it is only reasonable for them to expect to pay somewhat higher prices for their supply of tomatoes than they could probably secure them by placing their orders without further delay, if they can find canners who can safely take on the business.

Fall Pack Beans—It is too early to give out any definite information as to the probable fall pack of beans in the Ozarks, but it is safe to say there will be a limited pack, and it is expected the quality will be very fine, but canners are not going to sacrifice them, but will hold and market their finished goods when it is possible to do so at some margin of profit, even if they have to hold until next spring.

Grape Crop—Carload shipments of grapes, under refrigeration are now beginning to move from the Ozarks, and it is evident the Frisco R. R. alone will likely handle about 900 carloads.

Apple Crop—Prospects continue very fine, indeed, for a bountiful crop of apples—excellent quality, and good average size.

Peach Crop—While the peach crop grown in the Ozarks has been selling at attractive low prices, at the same time, the ready cash derived from this peach crop comes in at a time when same was greatly needed, and the picking, packing and marketing of the crop has brought considerable money to a class of labor that was greatly in need of the work. There is still late varieties of peaches yet to be marketed, as they come into their ripening period, and it is thought these later varieties will bring somewhat better prices than the Elbertas, which is the principal crop grown in commercial quantity.

General Business Conditions—There is some evidence of improvement in general business conditions throughout the Ozarks. There seems to be less unemployment, and everyone from the rural districts that we have met up with, seems to be more cheerful, and quite hopeful for further improvement in business conditions in general. When the tomato canning factories in Missouri are all in operation, this will be quite a help in the matter of employment in every community where canning factories are located, and the wages they will be paid will be quickly distributed throughout the channels of trading.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Season Opens—Shrimp Running Small—Alabama Oyster Bill Killed.

Mobile, Ala., August 27, 1931.

SEASON OPENS ON SHRIMP—The shrimp canning season in this section opened rather auspiciously, yet in an unfavorable way, and this particularly true of Louisiana, where the factories have received a good many shrimp, but for the most part they have been small, which is not desirable.

It is not that the small shrimp are not good to eat, but on the contrary small shrimp are more tender and decidedly more delicious than the larger ones; yet on account of their small size they are more perishable—they mash easily and tear up quickly and they don't make as fancy pack as the larger shrimp. The waste and loss in handling small shrimp is very great, hence for this reason it may be said that the small shrimp are the "nightmare" of the shrimp canners.

Then, too, the output of a factory is greatly reduced in handling small shrimp, because it takes the labor so much longer to pick the small shrimp. For instance, 150 barrels of small shrimp per day would swamp a factory more than 400 barrels of the large ones.

Nevertheless, the factories are forced to take small shrimp at times when there are no large ones available, but it is a worrisome task to handle them from the time that they land at the factories until they are finally shipped out in cans.

The Alabama canneries have been busy this past week and there have been a good many shrimp caught in Mobile Bay, but the factories in Mississippi have not been very busy this past week on account of not many shrimp on the Louisiana coast east of the Mississippi River, where Biloxi factories get most of their shrimp, and neither on the Mississippi coast. Some of the Mississippi factories canned shrimp from the Louisiana coast west of the Mississippi River, which is something that they don't do when shrimp are plentiful closer to home.

It is hoped that larger shrimp will appear in this section soon, otherwise the canning factories will have to discontinue taking the Bay shrimp from the fishermen and the shrimp boats will have to go in the Gulf for larger shrimp, which they may not find.

The price of canned shrimp: $1.25 per dozen for No. 1 small; $1.45 per dozen for No. 1 medium, and $1.60 per dozen for No. 1 large, f .o. b. factory.

Alabama Governor Kills Oyster Bill—For the second time the Oyster Bill, which means so much to the development of the oyster industry of Alabama, has been killed by the pocket veto of Governor Miller.

Four years ago, when an oyster bill was passed by the Senate and Legislature of Alabama, Governor Graves pocket-vetoed the bill in the same manner that Governor Miller did in this session, just adjourned.

The reason that Governor Graves gave four years ago for pocket-vetoing the oyster measure was that it was too expensive to operate, inasmuch as it was a part of a large conservation measure which included game, fish, etc., with the oysters.

Governor Miller's reason for vetoing the present oyster bill was that it created new jobs. If the objections given by the two Alabama Governors are the genuine reasons for them declining to sign the oyster bills, then it would seem that the fault lies a good deal in the drawing up of these bills which are made to take in too much territory, and so cumbersome as to make them very expensive to properly function. This being the case, the author of these bills should study more the economical operation of these measures, and if possible create a seafood commission to function separately and independently of the game and other departments. In other words, take the seafood department out of the conservation department of game and let the seafood commission operate separate and distinct from the game conservation department. Shrimp and oysters are strictly commercial resources of Alabama, and being of sufficient importance to have a department all of its own, it should not be hampered nor operated under the department of game, in which the sport feature is paramount, and the commercial phase of game is a secondary consideration.

The Mobile Register has the following editorial on the Alabama Oyster Bill:

"GOVERNOR AND OYSTER BILL

"The action of Governor Miller in killing the Craft oyster measure by a pocket veto may turn out to be, for a time at least, a serious blow to the oyster and shrimp industries in South Alabama. At least I. T. Quinn, State Commissioner of Game and Fisheries, seems to think that efforts to more effectively regulate and develop these industries in this part of the State will be seriously curtailed on account of a lack of funds. It is unfortunate.

"The oyster and shrimp industries are of large importance to Mobile and Baldwin counties. They have been neglected in recent years. The idea of Senator John Craft, when he introduced and secured the passage of the bill the Governor killed by a pocket veto was to develop these industries and to protect them against hurtful practices of all kinds.

"These industries, if developed to a maximum of their possibilities, would be worth millions of dollars to Mobile and Baldwin counties. Moreover, if we could have proceeded with development plans of oysters and shrimp, it would have meant development of other sea-

food industries also, and within a few years we could have been shipping vast quantities of these products out of these communities.

"Governor Miller's course in this matter has been unwise and hurtful to these industries. Only recently many of the boats used by fishermen in the Bayou La Batre neighborhood were shipped to Texas points on account of the conditions of these industries.

"Fishermen have had a hard struggle of it in recent years on this coast, and it was a mistake on the part of the Governor not to take into the reckoning the actual conditions of these industries in two South Alabama counties, for both Mobile and Baldwin counties are vitally interested in this matter.

"It is not to the credit of the Governor that he killed a measure of such merit and large importance to industries in the two coast counties of this State, and the people of these counties will hope that Governor Miller will, when opportunity offers, correct the injury he may have unwittingly inflicted upon these communities."

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Jobbers Expect No Further Concessions, Yet They Will Not Buy—Making Quick Shipments—May Not Reach the Nine-Million-Case Peach Goal — Asparagus Pack Nearly One Million Cases Short of Last Year—Apricots About the Same—New Salmon Arrives

San Francsico, August 27, 1931.

NOT BUYING—While the prices quoted on new-pack fruits seem to have met with general approval, and are considered as low as could possibly have been made, buying interests have not taken hold actively and seem content to confine orders to goods needed in the immediate future. Even among buyers the opinion is freely expressed that concessions are no longer to be expected, and that the price trend will surely be upward. They suggest, however, that their attitude is being ruled more by conditions in the business world in general than in those prvailing in the canned foods market, and that a watchful waiting policy seems in order. Here and there buyers desiring special packs, special counts, and the like, are placing normal orders, but in general trading is rather slow.

Prompt Shipping—An interesting feature of the business of the moment is the manner in which canners are speeding up deliveries. Formerly, when orders were received at this season without shipping dates being specified, it would be eight or ten days before the goods were started on their way. It is quite different today. Frequently an order received in the morning is filled and shipped the same day, and it is the exception when an order is delayed a full day. Canners appreciate the fact that whoesalers and retailers are carrying very light stocks and that when an order is placed it is because the goods are needed at once. Immediate shipment also means that the money will come in sooner, and even the larger interests are keeping a watchful eye on a steadily diminishing surplus.

Peaches—The canning of cling peaches is rapidly coming to a close, and doubt is being expressed in some quarters whether it will be possible to make the pack of 9,000,000 cases set as the maximum a few weeks ago. At the opening of the season a huge surplus of fruit seemed in sight, but the drought and hot weather caused much of the crop to run to small sizes and less No. 1 fruit has been permitted to go to waste than was originally estimated as necessary. Very few Tuscan clings are packed, canners planning to concentrate efforts on the more desirable Phillips cling, but had the damage to the latter been anticipated a much larger pack of the earlier variety would have been made. The hot weather has had an effect on quality, as well as on quantity, and the quality of all California fruits this year is less satisfactory than in some former years. It may take an expert to detect the difference, but it is there. Some buyers, in placing orders, are specifying deliveries, where possible, from the holdover 1930 pack.

Asparagus—Asparagus pack figures were released early in June by the Canners League of California, showing an output of 1,747,499 cases, and this organization, through its secretary, Preston McKinney, has now issued a special pack list with a segregation between all green and the regular pack. The segregation for 1930 is also given, this being the first year it was made. The 1931 pack was made up of 1,538,092 cases of regular pack and 209,407 cases of all green, making a total of 1,747,499 cases, as compared with a pack of 2.410,929 cases of regular pack and 252.262 cases of all green in 1930, or a total of 2,663,191 cases. The marked decrease in the output is having a steadying effect on the market, which is quite firm, with a steady distributing movement. Export business is reported as rather limited.

Apricots—The pack of apricots in California in 1931 was 2,005,724 cases on the No. 2½ basis, of which 221,974 cases were packed south of the Tehachapi. The figures for Northern California were compiled by the Canners League of California, while those for Southern California were compiled by C. A. Winkler, secretary of the Southern California Canners Association. The pack proved a little larger than was originally estimated, being about 50.000 cases more than that of last year, but less than half of that of 1929. For those interested in details, the pack by sizes of cans is given, together with the figures for 1929 and 1930 for comparison:

	1929 cases	1930 cases	1931 cases
24-2½	1,798,728	869,486	912.485
6-10	1,331,468	803,612	854,523
24-3	1,692	1,195	1,203
24-2	169,985	82,695	55,265
48-1-T	405,473	145,887	155.786
48-1-F	94,802	11,026	6,874
72-8oz.3¼in.	317,288	130,930	75,098
72-8 oz. 3 in.	69,395	23,763	34,213
Misc.	22,640	877	893
Total actual case basis.	4,211,471	2,069,471	2,096,340
Total conv. to 2½ basis.	4,022,851	1,954,194	2,005,724

Salmon—New-pack canned salmon is coming into San Francisco harbor in quantities and deliveries are getting under way. Within three days more than 300.000 cases came into port, with other vessels close behind. The Alaska Packers Association steamer Arctic brought in a cargo of 200,111 cases, the Frank

B. Peterson, of the company of the same name, brought in 92,000 cases, and the Kvichak brought in a small cargo for Alaska packers. Up to August 8th the pack of Alaska red salmon amounted to 1,536,976 cases, and the final total will not be much in excess of this. Up to this date other varieties had been packed, as follows: Kings, 47,476; pinks, 2,307,756; chums, 364,338, and cohoes, 79,111 cases These figures cover Alaska only, and do not include British Columbia or Puget Sound.

Oppose Freight Increase—During the week a regional hearing on the proposed 15 per cent national increase in freight rates has been held at San Francisco by the Interstate Commerce Commission. Fruit growing interests testified that they are suffering so now from the depression that any upward change in freight rates would mean ruin for many. Preston McKinney, vice-president and secretary of the Canners League of California, said a 15 per cent increase in freight charges would be fatal to many canners already faced with grave economic problems. Irving F. Lyons, traffic manager for the California Packing Corporation, declared that the proposed higher rates would force his company to use steamship lines for transcontinental business and auto trucks for the short hauls. Thomas O'Neil, president of the California Vegetable Growers Union, said prevailing freight rates are already too high and are forcing reduced shipments. Frank T. Swett, manager of the California Pear Growers Association, testified that, because of low prices, farmers have pulled up 4,000 acres of pears this year. He said that an increase in freight rates would decrease the volume of fruit moving to market by rail, would increase the percentage of fruit that would go to waste unharvested and would increase somewhat the amount of canned pears.

CANNED FOODS DISTRIBUTORS

(*Continued from page 12*)

are going to be in the running when real buying starts.

"There are in Virginia today 180 wholesale grocers, located in eighty-eight cities and towns of Virginia, and this figure does not include wagon jobbers, desk jobbers and semi-jobbers."

The survey revealed that credit conditions were lax throughout the trade, saying:

"Again, we believe the credit conditions among wholesale grocers in our State are too lax. While some jobbers report better collections, a great majority indicate too long and too loose extension of credit. The large distributors of food products throughout the country are now demanding cash, and the sooner the wholesale grocers realize the fact that the sale of food products should be on a cash or near cash basis, the sooner the business of food distribution will be placed on a higher plane."

Piggly Wiggly Units Licensed to Operate in Europe—Arrangements have been completed between the Kroger Grocery and Baking Company and one of the largest grocery chain store organizations in England whereby the foreign chain will license Piggly Wiggly self-service and methods in experimental stores to be established in England in the near future, it was learned last week.

Negotiations between the English and American chain have been conducted by Albert H. Morrill, president of Kroger, which controls Piggly Wiggly. Mr. Morrill said that the future of the entire project depends upon the reception afforded the plan by the English consumer. As yet no such method of self-service has been tried in England, and if it suceeds, its sponsors plan to open more stores of a similar type.

The English chain affiliated with Kroger operates chiefly throughout London and southern England. Piggly Wiggly licensees pay a small percentage of total sales for the use of the equipment and sales methods of the self-service project.

At the same time, it was learned that Kroger, stimulated by the success of the experimental "grocery-department stores" opened in several Sears-Roebucks' retail units will open several more stores of this type immediately.

The grocery chain plans to open four more stores within a month. Two stores will be opened in St. Louis and one each in Kansas City and Memphis. A store will also be opened in Detroit, although the time of opening this unit has not yet been decided upon.

Kroger now has three stores in operation in Sears' units in Cincinnati, Chicago and Minneapolis. In these stores, Kroger's sales volume runs approximately 11 times that of its average store.

It is understood that the chain grocery is considering opening additional units in Sears' units throughout the country if the new units meet with the same success as did the experimental stores.

Birdseye Freezing Process Used for Packing Maine Blueberries and Stringbeans—Maine blueberries and stringbeans are now being quick-frozen at the plant of the Medomak Packing Company at Winslow's Mills, Maine, by the first portable machines ever used to "quick-freeze" packaged fresh fruits and vegetables for market at the center of production, it was learned last week at the headquarters of the Birdseye Packing Company, affiliated with General Foods Corporation. This packing is said to be the successful result of experiments establishing the commercial success of the project after more than three years of research work.

The quick-frozen blueberries and beans will be distributed throughout New England by sales agents of Birdseye Packing, with this region the first market to be extensively developed. Later on, it was learned, the company plans to expand its sales activities to take in the entire nation and then spread to Europe. This potential expansion of the markets for Maine-grown products which can be "quick-frozen" where they are raised and distributed anywhere with their original freshness and flavor unimpaired is of most significance to the future of Maine agriculture, it was pointed out.

Blueberries and beans at Winslow's Mills are packaged in 12-ounce cartons, placed into the portable freezing machines and subjected to sub-zero cold which "quick-freezes" them. They then are loaded into freight cars refrigerated by means of dry ice. These cars are held at zero or lower while being shipped to near-by metropolitan centers for storage and distribution by auto truck, express or freight to retail outlets, where special refrigerated display and storage cases maintain the temperature at a zero level until the package ultimately reaches the home of the consumer.

"The entire production of quick-frozen foods thus becomes flexible by this newest development of portable machines," Clarence Birdseye, inventor of the Birdseye process, said. "The apparatus now being used in Maine will be shipped when that work is done, one machine to Newfoundland to freeze fish, the other to New Jersey to freeze lima beans. In this way crops may be quick-frozen wherever they are best, and distributed for use out of season. Potential markets awaiting some of the agricultural products now limited obviously are going to help the entire agricultural picture. Maine offers an excellent example of these possibilities, which also are of interest to all New England agriculture."

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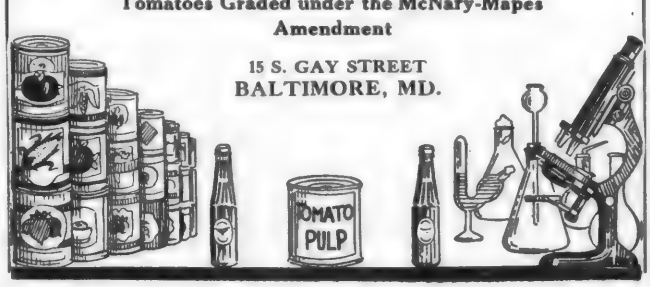

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SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

Katie was learning all about the three R's in school and was called a "bright" student. One day the teacher asked her how many seasons there were. Remembering her father's talks to mother at home about business, she answered: "Two, slack and busy."

Student—Can a man change his nationality
Teacher—No; why?
Student—I read where a man went up a pole, and came down a rushin'.

A fishy old fisher named Fischer
Fished fish from the edge of a fissure;
A fish with a grin
Pulled the fisherman in,
Now they are fishing the fissure for Fischer.

A live-wire salesman rushed up to the home of a doctor in a small village about 3 A. M. and asked him to come at once to a distant town.

The doctor cranked his flivver and they drove furiously to their destination.

Upon their arrival the salesman asked: "How much is your fee, doctor?"

"Three dollars," said the physician, in surprise.

"Here you are," said the salesman, handing over the money. ""The blamed garage keeper wanted $15 to drive me over when I missed my train."

His father had been a highwayman in the good old days when highwaymen used to be hanged. Yet he had no intention of discosing the family disgrace. Accordingly when he was asked how his father had died he replied quite truthfully: "Sir, my father fell from a scaffolding while talking to a clergyman."

"Dear Teacher: Kindly excuse Dan's absence yesterday. He fell in the mud. By doing the same you will greatly oblige his mother."

Mrs. Mason's colored washerwoman, Martha, was complaining of her husband's health.

"Why, is he sick?" asked Mrs. Mason.

"He's ve'y po'ly, ma'am, ve'y po'ly," answered the woman. "Hes got the exclamatory rheumatism."

"You mean inflammatory, Martha," said the matron. "Exclamatory means to cry out."

"Yes, ma'am," replied Martha, with conviction; "dat's what it is. He hollers all the time."

A New Yorker was examining an applicant for a job of bookkeeper.

"Of course, you understand double entry?" he said.

"Sure," said the applicant. "The last place I had I kept the books triple entry—one set for the boss, showing the real profits; a second set for the shareholders, showing no profits, and a third set for the income tax people, showing a loss."

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN CUTTERS, String.
Burton Cook & Co., Rome, N. Y.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Ridgely, Md.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GEARS, SPROCKETS, Etc.
Slaysman & Co., Baltimore.

GENERAL AGENTS for Machinery Mfrs.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.

A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.

GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.

Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.

Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.

R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers), See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.

A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Champman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarbury, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.

Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
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